

# GRAIN DEALERS' JOURNAL

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Waters, Henry D., grain commission.\*  
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Hemmelgarn & Co., H., commission.\*  
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Hulburd, Warren & Co., grain commission.\*  
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Rosenbaum Grain Co., J., rec'rs, shippers.\*  
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Somers, Jones & Co., grain receivers.\*  
Udike Commission Co., grain, provisions.\*  
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Warner & Wilbur, grain commission.\*  
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Ware & Leland, grain, seeds.\*  
West & Co., John, grain, seeds.\*  
Wetmore & Co., H. D., commission.\*

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Winans, F. E., grain and seeds.\*  
Wright, Bogert & Co., com. merchants.\*

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The Gale Bros. Co., grain, hay, millfeed.  
The Metzger-Hill Co., grain, hay.  
Union Grain & Hay Co., grain, hay.

### CLEVELAND, O.

Bennett, Walter A., grain, hay, mill feed.  
Union Elevator Co., grain, hay, straw.\*

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### COLUMBUS, O.

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Seeds Grain Co., grain and hay.\*  
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Small & Co., W. H., grain, seeds.\*

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Keller, Emil, track buyer.

### FREMONT, NEB.

Nye-Schneider-Fowler Co., grain dealers.

### GALVESTON, TEX.

Hanna & Leonard, grain, hay.

### GOSHEN, IND.

Johnson & Son., grain, hay and straw.

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### INDIANAPOLIS.

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Bell, Robert, grain commission.  
Gilbreath Seed Co., The Wm. S., field seeds.\*  
National Grain & Hay Co., grain, hay.  
Thompson & Co., Albert R., grain com's'n.

### JACKSON, MICH.

Stockbridge Elevator Co., grain, seeds.

### KANSAS CITY.

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Beach-Keever Grain Co., grain receivers.  
Ernst-Davis Grain Co., commission.\*  
Kansas City Seed & Grain Co., seeds.  
Marshall & Michel Grain Co., grain, feed.  
Morrison Grain Co., commission.  
Southwestern Eltr. Co., receivers, shippers.  
Thresher & Fuller, grain commission.

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McCray, Morrison & Co., track buyers.

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Gehlen, J. J., grain and hay shipper.

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Thomson & Co., W. A., buyers of grain.

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Davis & Andrews, grain dealers, millers.\*  
Wade & Sons, John, grain dealers.\*  
Webb & Maury, grain dealers & eltrs.\*

### MILWAUKEE.

Franke Grain Co., grain and feed.\*  
Krause Grain Co., C. A., sh'p'rs, gr'n, feed.\*  
Lowry & Co., I. H., grain commission.\*  
Lull, Chas. R., grain, feed, hay.\*  
Milwaukee Elevator Co., barley.\*

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Marfield-Griffiths Co., grain commission.\*  
Poehler Company, H., grain commission.\*  
Spencer Grain Co., commission, barley.  
Welch & Co., E. L., grain commission.  
Van Dusen-Harrington Co., commission.\*

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Harsh Bros. & Co., grain and hay.  
Hill & Co., Geo. W., grain and hay.  
Kerr, S. S., receiver and shipper.  
Miller & Co., grain commission.  
Rose & Co., G. P., grain buyers.\*  
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Story & Co., W. H., grain commission.  
The Larrowe Milling Co., oats, wheat, corn.\*

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Tyng, Hall & Co., grain commission.\*  
Van Tassel Grain Co., receivers, shippers.\*

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Delp & Co., Edmund E., grain receivers.  
Dunwoody & Co., E., grain and seeds.  
Logan & Co., L. J., grain, hay, feed.  
Miller & Sons, L. F., grain, seeds, hay.  
Rogers & Co., E. L., grain, hay.\*

### PITTSBURG.

Elwood & Co., R. D., rye, oats, corn.\*  
Foster, C. A., grain, hay, feed.\*  
Geidel & Co., grain, hay, straw.\*  
Geidel & Dickson, grain, hay, feed.  
Hardman & Heck, grain, hay, mill feed.  
Herb Bros. & Martin, grain, hay, feed.  
Keil & Thorne, grain, hay, feed.  
McCaffrey's Sons Co., Daniel, grain, hay.  
McCague, R. S., grain, hay.\*  
Morton, N., grain and hay.  
Smith & Co., J. W., grain, hay, feed.  
Walton, Samuel, hay, corn, oats.

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Merrill, Edward P., grain broker.

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, seeds.\*  
Fairbank & Co., S. G., grain, hay, feeds.  
King, Geo. T., broker and commission.\*

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Byrne & Co., Daniel P., grain, hay, seeds.\*  
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Minor, Powell & Co., grain commission.  
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Reynolds Bros., grain and seeds.\*  
Rundell & Co., W. A., grain, seeds.\*  
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The Toledo Salvage Co., salvage grain.  
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Zahn & Co., J. F., grain, seeds.\*

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Personal attention to consignments and trades in  
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Correspondence solicited.  
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The tables show the following reductions: (1) OATS  
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.....bushels of.....at.....per bushel  
to be delivered on or before..... It also  
certifies that he has received.....dollars  
on the contract. The other part is signed by  
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Each book contains 50 contracts, printed on  
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You can not afford to be without these con-  
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**ALDER & STOFER**  
Commission Merchants

**HENRY D. WATERS**  
GRAIN COMMISSION MERCHANT  
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We do not buy any grain, but handle on commission, and solicit your Buffalo consignments.  
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BUFFALO NEW YORK

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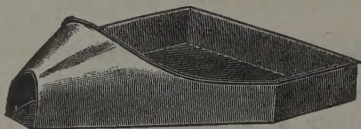
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## FEED MILLS FOR GRAIN ELEVATORS.

## LIGHTEST RUNNING

## THE BOWSHER FEED MILLS

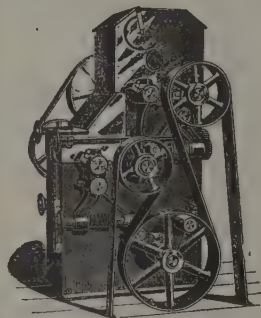


have capacity, speed, strength and lasting qualities. They grind fine, medium or coarse. Crush and grind ear corn (with or without shucks). Can run empty without injury. Seven sizes—from 2 to 25 H. P. (Sold with or without elevator).

NOW is the time to put in a Bowsher Mill. We want you to have our catalog. Send for it.

Exhibit at World's Fair, B'k 10, Aisle G-1, Agricultural Bldg.

The N. P. Bowsher Co., South Bend, Ind.



## The Heart of the Mill

is in the rolls. If they don't do their work nothing else can. We absolutely guarantee the best work that can be done in the line of grinding and corrugation. We don't keep your rolls all summer, either.

We'd like to tell you some of the reasons why

## THE NORTHWAY FEED MILL

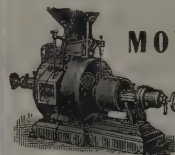
stands peerless in its class. For true economy in every direction and the limit of satisfaction it stands alone. We'd like very much to have you write and ask us about it. Ask us anything in the mill line. AGENTS

**Invincible Grain Cleaning Machinery.**

**STRONG & NORTHWAY MFG. CO.**  
Minneapolis, Minn.

## Our Claim

"Most perfect grain grinder on the market. Grinds fast and well. Takes least power." Is backed up by the

MONARCH  
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MILL

which we are willing to ship on trial. If you want a feed mill do not fail to write us.

**SPROUT, WALDRON & CO.**  
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## Drive

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

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AMERICA'S LEADING MILL BUILDERS

INDIANAPOLIS, IND.

**FEED  
MILLS**

THREE ROLL-TWO AND  
THREE PAIR HIGH  
ROLLER MILLS  
ALL SIZES AND STYLES  
BUHR STONE MILLS

**ELEVATOR  
MACHINERY,  
GRAIN CLEANERS,  
SHELLERS.**

OVERHEAD DUMPS,  
TURN-HEADS, FEEDERS,  
FLEXIBLE SPOUTS,  
BUCKETS, BELTING,  
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SUPPLIES**

GOODS OF FIRST QUALITY — PRICES LOW — SEND US YOUR SPECIFICATIONS FOR QUOTATIONS.

## Grain Register No. 12 AA

This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

FOR SALE BY

GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.

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is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.



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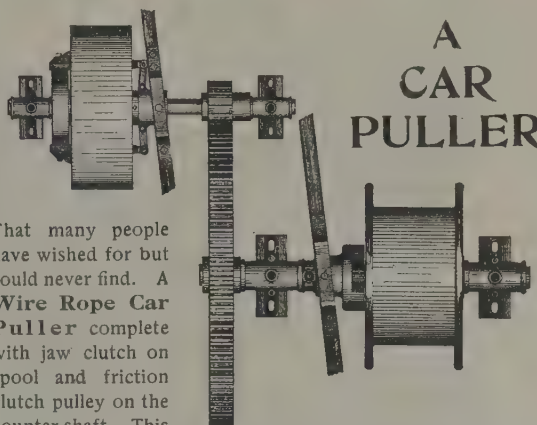
of prosperous grain men in the U. S. point to the MIDLAND line of elevator machinery and supplies as the cause of their success. Grain Elevators equipped with our machinery and supplies handle grain economically, do not break down and cause delay during the busy season, and prolong the life of the house. We can prove to you why, if you write us. If in need of repairs or building a new elevator let us figure with you.

**Midland Machinery Co.**

Complete Equippers  
of Grain Elevators.

Minneapolis, Minn.

If you want anything for your elevator and do not know where to find it, write us.



## A CAR PULLER

That many people have wished for but could never find. A **Wire Rope Car Puller** complete with jaw clutch on spool and friction clutch pulley on the counter shaft. This combination gives complete control. It has been found that the use of wire rope car pullers have saved their entire cost in one year in saving of rope, etc.

We got this up purposely to sell for \$100 net, just what is shown on the cut. Leading sheaves and rope extra.

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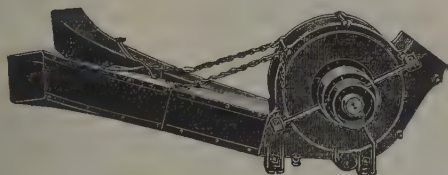
**SKILLIN & RICHARDS MFG. CO.**

CHICAGO, ILL.

*Everything for your Elevator.*

## POWER CAR LOADERS FOR ELEVATORS.

### EASY TO INSTALL



Watertown, Wis., Oct. 12, 1904.

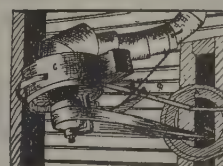
Maroa Mfg. Co., Maroa, Ill.

Gentlemen:—We have been using your loader since August, and we do not hesitate to recommend it to any one. It has done exactly as you claimed for it, and we would not be without one. We remain, Yours truly,

Watertown Grain Co.

So far as we know these people had never seen a Boss car loader until they got the one we shipped them, and as they sent us their order by mail, there was no agent to instruct them how to install it. Consequently, they had nothing but the instructions which we send with each machine. This shows that the loader is easy to install, and that it does good work when the directions are followed. We make them in different sizes and send them on trial when requested to do so.

**MAROA MFG. CO., Maroa, Ill.**



### Nelson Car Loaders are O.K.

I put a Nelson Car Loader in my Elevator and am more than pleased with it. We start the loader and go about our business and let the car load itself. It saves a man's time and makes car loading a pleasure. The grain passing through the machine is improved. It takes but little power to run it. I can unhesitatingly recommend the loader to grain dealers. Will answer any questions desired. S. J. CLAUSEN, Clear Lake, Ia.

**E. B. NELSON, Burchinal, Ia.**

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THE IDEAL CAR LOADER is guaranteed to give satisfaction. If it fails to do all we claim, it costs you nothing.

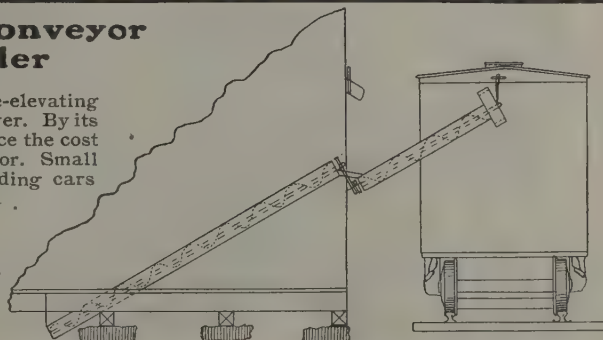
Write for catalog, giving full description and price.

**THE IDEAL CAR LOADER CO.**  
ALLENVILLE, ILL.

## Screw Conveyor Car Loader

does away with re-elevating grain. Saves power. By its use you can reduce the cost of your new elevator. Small elevators for loading cars from wagons a specialty.

Write today for circulars and prices.

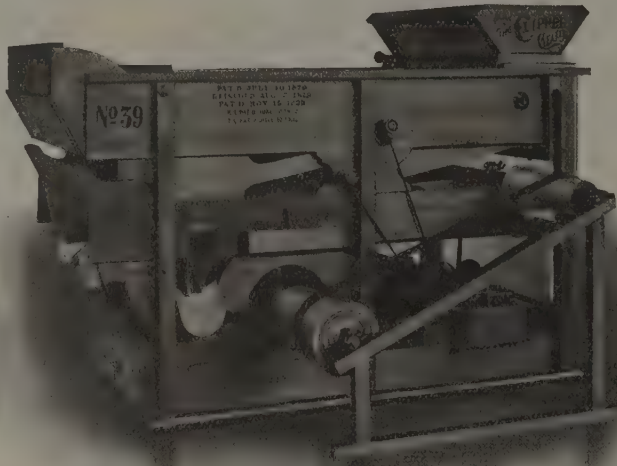


**Iowa Grain & Mfg. Co.**

Odebolt, Iowa.



## LEADING THE PROCESSION



The "CLIPPER" CLEANER "leads the procession" for practical efficiency and low cost of maintenance.

Here are a few "CLIPPER" points "boiled down:"

It is the cleaner that cleans.  
It is adaptable to any purpose.  
It cleans Grain, Seeds or Beans perfectly.  
It cleans more grain with less power than any other cleaner.

It is simple, strong, convenient and will not get out of order unless you use an axe.

It has stood the test of Time and Use; Grain Elevator Companies, Bean Dealers, and Seed Firms all give it a warm "send off."

We don't just holler "Best," but stand behind the "Clipper" with a solid guarantee of satisfaction.

Moreover we give thirty days' trial on approval.

We want to "show you;" may we?

Your way to "lead the procession" and have satisfied customers is to use the "Clipper" Cleaner and sell "Clean" grain and seed.

### A. T. FERRELL & CO., Saginaw, Mich.

N. B.—WRITE FOR OUR CATALOG "A"

## The New Process Dustless Shuck-Corn Sheller, Separator and Cleaner

Shells Corn With or Without the Shucks



Corn in one operation is HUSKED, SHELLED, SEPARATED & CLEANED. Delivers the Corn, Cobs, Shucks and Dust at four different points of discharge. Cleans the Corn, the Cobs and the Shucks.

With this machine you are prepared to shell and clean any kind and condition of Corn that comes to your Elevator.

No waste of grain or power.

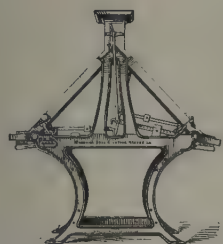
Cobs left in good shape for fuel.

Send for our big Catalog of Corn Shellers, Cleaners and Elevator Supplies

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### THIS SCALE

Automatically fills, weighs, counts the bags and shifts cut-off valves. Operator supplies empty bags. Shipped on trial, subject to your approval.

They are: Simple, because they are not complicated or intricate.  
Cheap, because they are simple.  
Durable because they are built that way,  
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Accurate, because they are adjusted, balanced and graduated with U. S. Standard Test Weights.

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For literature address

THE AUTOMATIC SCALE CO., Ltd.

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Best on earth

### AUTOMATIC SCALES

### SACKING

Accurate Net Weights  
Five Sacks per Minute

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RICHARDSON SCALE CO.

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## Grain Dealers' Scale Tickets.

BOOK NO. 51.

This scale book contains 100 pages 8x11 1/4 inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net.... bushels.... pounds, Price, Dollars and Cents.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cents. Address

GRAIN DEALERS COMPANY

255 La Salle Street. - Chicago, Ill.

### DUPLICATING SCALE TICKET BOOK

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per Bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out, 800 tickets in each book, Price \$1.25.

Grain Dealers Company,

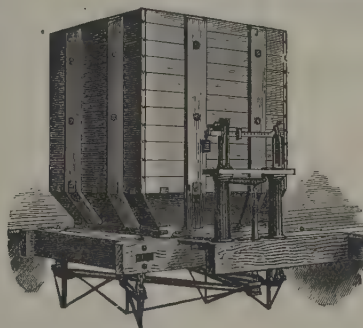
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## Union Scale & Manufacturing Co.



Manufacturers of simple, accurate and reliable Automatic Weighing Machines. Scales for even weight bagging a specialty. Write for particulars.

36 and 38 Union Park Place,  
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The  
Best  
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### Fairbanks' HOPPER SCALES WAGON SCALES TRACK SCALES

SCALES IN 700 PATTERNS

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Gasoline Engines for grain elevators and grain dealers; for power or pumping.

Get catalogue No. 44-B and prices.

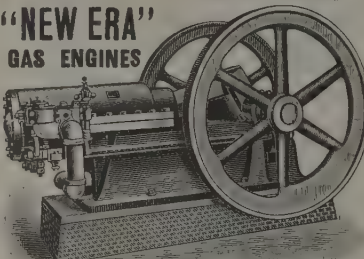
ALWAYS MORE  
THAN RATED H. P.





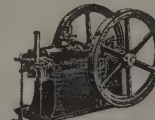
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GAS ENGINES**



For Gas or Gasoline. Sizes 5 to 80 H. P.  
**THE NEW ERA GAS ENGINE CO.**  
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**BRUNNER ELEVATOR ENGINE**  
 FOR GRAIN ELEVATORS  
 From 1 to 30 H. P.  
 Write for descriptive circular.  
 Charles Brunner, Mfr.  
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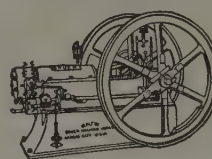


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**COLUMBUS ENGINES**  
**Columbus Machine Co.**  
 COLUMBUS, O.

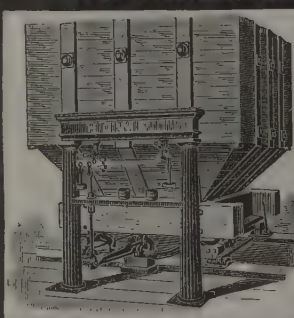
**BAUER GASOLINE ENGINES**



Are perfectly adapted to the needs of grain elevator men. Write for description. Other engines taken in exchange. (Send for list of rebuilt second-hand engines.)

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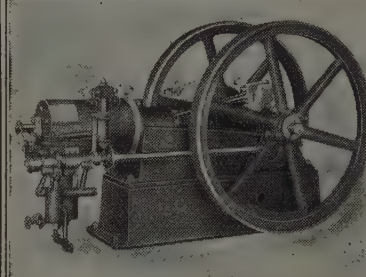
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ESTIMATES FURNISHED PROMPTLY  
**BORDEN & SELLECK CO**  
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**THIS ENGINE**



will furnish you with an absolutely reliable power. It is economical of fuel; compact, closely governed, simple and strong in construction, has few parts and is not likely to get out of order. An ideal engine for the elevator. We want to tell you more about it.  
 So write us  
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Is a practical hand book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.  
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**GRAIN DEALERS JOURNAL,** 255 La Salle St., Chicago, Ill.

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**The Alamo GASOLINE ENGINES..**

HIGH GRADE  
 AUTOMATIC  
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**"The Standard" SCALES**  
 For All Purposes



ACCURATE  
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**THE STANDARD SCALE & SUPPLY CO.**  
 127-129 Market Street, CHICAGO, ILL.

**The Practical Gas Engineer**



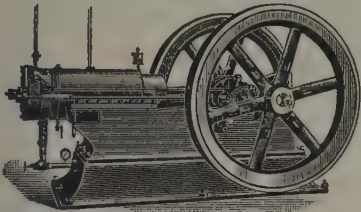
tells you what to do and how to do it when your engine gets out of order. It also tells all about the care and operation of a gas or gasoline engine.  
 A book written by a man of 12 years' practical experience with hydro-carbon engines. Bound in cloth, Price \$1.00.

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 255 La Salle St. Chicago, Ill.



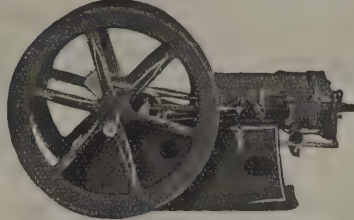
## WAYNE GASOLINE ENGINES

SIMPLE, ECONOMICAL, RELIABLE

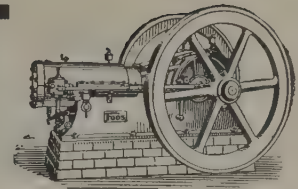


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You are well pleased if your engine is a  
**WATERLOO**



Before purchasing do not fail to write for Catalogue and Prices.  
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**FOOS** Engines  
 are  
**Reliable  
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They have a positive governor  
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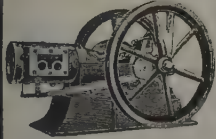
Ask for Catalog No. 20.

**The Foos Gas Engine Co.**

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The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

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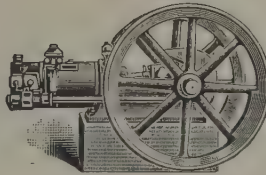


"Simplest Engine Built."

Combines efficiency and durability with simplicity. The only engine with detachable water jacket. Full line Portable, Horizontal and Upright Engines. Write for catalogue.

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## The Marked Superiority



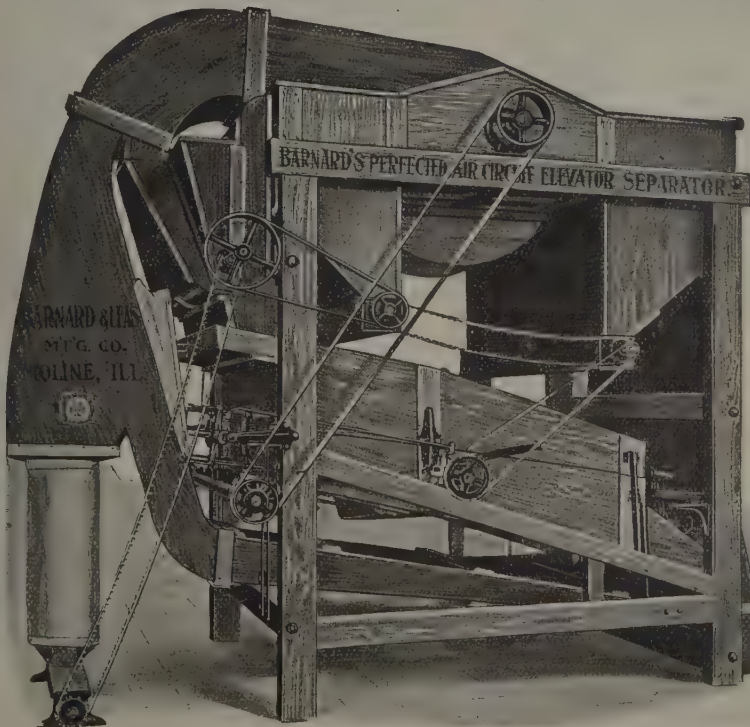
of the "OTTO" Gas and Gasoline Engines in ease of starting and smoothness of running is readily apparent when compared, side by side, with the cheaper kind. While "comparisons are odious" they are sometimes helpful in arriving at the truth. See our exhibit at the World's Fair, Block No. 41, Machinery Hall, and draw your own conclusions.

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# PERFECTED AIR CIRCUIT ELEVATOR SEPARATOR



## With Sieve Cleaning Device

This machine requires no dust collector and is the latest and most successful machine of its class.

It collects and saves all the dust and screenings and discharges it at different points.

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keeps the sieves perfectly clean all the time.

The machine is entirely automatic and requires almost no attention.

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BUILDERS OF

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If Interested write for Plans and Estimates on your Work.

**Grain Elevators****P. H. PELKEY****Elevator Contractor**FULL LINE OF ELEVATOR AND MILL  
SUPPLIES, SCALES AND LEWIS GASO-  
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**STEEL****Twenty Million**Bushels Capacity  
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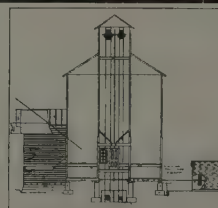
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OF GRAIN ELEVATORS CONSTRUCTED OF WOOD, CONCRETE OR STEEL

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C. M. Seckner, Manager.

**GOOD LOCATIONS**You can find a good location for your new elevator by  
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insertion. Try it.

MASON CITY, IOWA.

"There is a great deal in a good name,  
but to keep a good name you have to  
live up to it."**HAVE THE NAME OF BUILDING  
Good  
Elevators****J. F. YOUNGLOVE,**Designer and Builder of Elevators  
Any Locality.



## GRAIN ELEVATOR BUILDERS.

### SQUARE BIN FIRE PROOF ELEVATORS

A SPECIALTY.

BRICK OR TILE.

We also have facilities for building modern country elevators quickly.

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GRAIN ELEVATORS

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Modern Methods—Best Results  
Terminal, Transfer and Cleaning Elevators.

SAM'L OLSON NIELS OLSON TOLLEF J. ENGH

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Grain Elevators and Power Transmission

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Phone Monroe 1614

CHICAGO

WE will design and build your elevator and turn the plant over to you in first-class running order. When we finish a job everything is complete and slipshod work is conspicuously absent. If you are going to build write us about it.

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**General Contractors and Designers of Grain Elevators, Mill Buildings, Docks and Warehouses.**

We are prepared to use all of the various kinds of elevator construction, but recommend our special construction known as the Record-Johnson System Patent Fireproof Semi-Porous and Glazed Cellular Tile Grain Storage Construction, covered by the following patents and which we have exclusive control, patents Nos. 664323, 664324, 664325, 692544, 713104.



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Great Eastern Elevator, Minneapolis,	1,000,000 bushels	Northwestern Yeast Co., Chicago,	300,000 bushels
St. Anthony Elevator Co., "	2,200,000	Canadian Northern Ry. Co., Port Arthur,	2,500,000
North Star Malting Co., "	500,000	David Stott Milling Co., Detroit,	200,000
Victoria Elevator Co., "	250,000	Pabst Brewing Co., Milwaukee,	250,000
Frisco Ry. Elevator, Kansas City,	500,000	Wisconsin Malt & Grain Co., Appleton,	200,000
Memphis Elevator, Kansas City,	300,000	Granite City Malting Co., Granite City, Ill.,	200,000

We are constructing at the present time under same patents the following list of fire proof plants.

Schlitz Brewing Co., Milwaukee,	550,000 bushels	Texas City Imp. Co., Texas City, Tex.,	500,000 bushels
Washburn-Crosby Milling Co., Buffalo,	300,000	Millbourne Mills Co., Philadelphia,	200,000
Canadian Northern Ry. Co., Ft. Arthur,	2,500,000		

The following are a few of our largest wood constructed elevators.

Calumet Elevator Chicago,	1,000,000 bushels	Maple Leaf Elevator, Kansas City,	1,000,000 bushels
Minnesota Annex, Chicago,	1,000,000	Burlington Elevator, St. Louis,	1,000,000
C. M. & St. P. Ry., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal, "	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & Western Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
Standard Milling Co., Duluth,	1,000,000	Hoosac Tunnel, Charlestown, Mass.,	1,000,000
Empire Elevator Co., Minneapolis,	2,500,000	And hundreds of smaller houses.	

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Any Style and Capacity  
Designed and Built by

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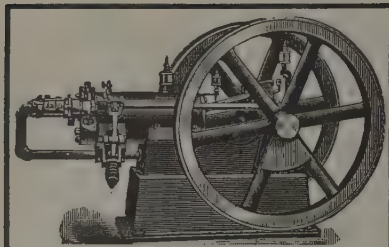
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## GRAIN ELEVATOR SUPPLIES.



Sole State Agents HOWE Gasoline Engines. Special Agents HOWE Scales.

MANUFACTURERS OF  
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Transmitting Machinery.  
Complete Equipments for Grain  
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If You Don't  
buy your goods of us  
**We Both Lose Money**  
Complete line of  
**ELEVATOR MACHINERY AND  
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**H.L.Thornburgh & Co.**  
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The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.

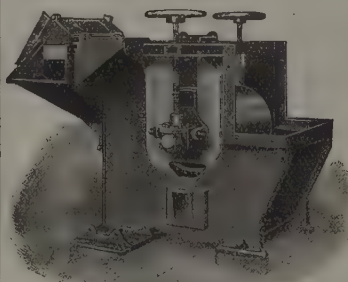


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John H. Doyle, Longview, Ill.:  
"Please discontinue my advertisement in the Grain Dealers Journal, as I have sold my engine thru the ad., and could have sold one-half dozen engines if I had them."



16-inch Pulley—16-inch face.  
**NON-CHOKING.**

SEND FOR  
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**Our Customers  
Write Our Ads.**

BRADISH, Neb., June 8th, 1903.  
"The Non-Chokable Boot which you put in here is the best thing you ever did for an elevator. It is a saving of both time and money and a great improvement for an elevator. The elevating capacity of the cups is doubled—can load a car in one half the time formerly required with same cups. Since using this boot we have had no chokes or mutilated cups or belts."

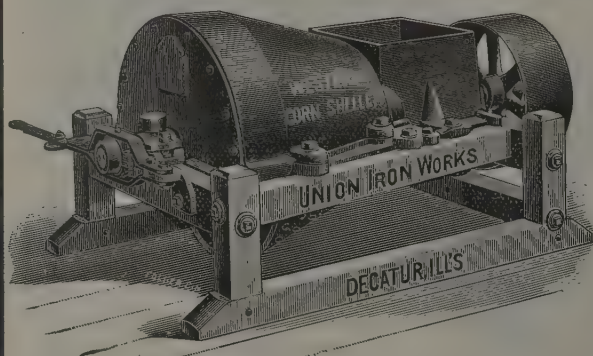
Yours truly,

C. W. PETERSON.

Comment is unnecessary.

**SENT ON TRIAL.**

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First Nat. B'k Bldg  
OMAHA, NEB.



"Western" Warehouse Sheller



"Western" Shaker Cleaner

**Do You Intend to Build an Elevator this Season?**

If so, correspond with or see the

**UNION IRON WORKS**

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*Plans to Suit Each Location by a Licensed Architect*

Manufacturers of the justly celebrated WESTERN MACHINERY—Corn Shellers, Corn Cleaners, Elevator Heads and Boots, Pulleys, Boxes, Shafting, etc.

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### A GRAIN SPOUT

That will load cars  
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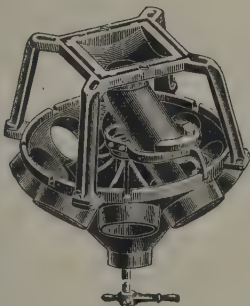
It is worth its  
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It will save you in  
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6-inch, 8 ducts.

**NON-MIXING.**

The cost of repairing a burned belt and battered or broken cups, or the difference in price from a shipment of "mixed grain," will usually more than pay for the installing in your elevator of a

**HALL SIGNALING GRAIN DISTRIBUTOR,**

the only machine in existence that makes it impossible for grain to back up into the elevator head and choke the leg, or grain of different grades or kinds to become "mixed" in distribution. It's a money saver as well as a money earner.

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Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4 1/2 x 8 1/2 inches, 110 pages.

Price \$1.00

**GRAIN DEALERS COMPANY**  
255 LaSalle St. Chicago, Ill.

If you put a

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**Improved Distributing Spout**

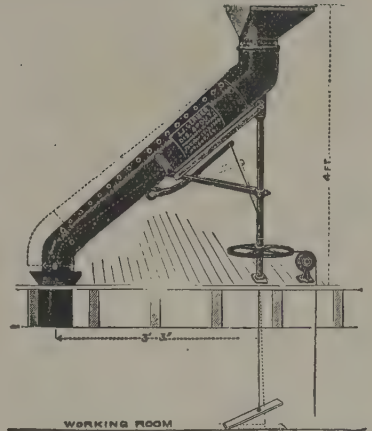
In your elevator you will have  
no other.

Patented May 15th, 1900; February  
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**Mill and Elevator Spouts a Specialty**

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### Clean Your Grain

without additional expense, as it comes from  
the receiving sink, **THE LOCKWOOD**

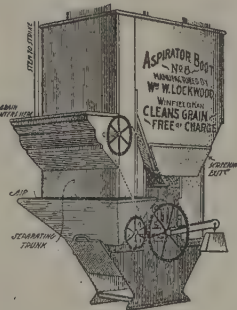
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will do it, free of charge. It keeps the dust out of  
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**ELEVATOR ENGINEERING A SPECIALTY.**  
Special Corn Handling Machinery and all other supplies.



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Plans and specifications furnished on short  
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We can equip your elevator  
from top to bottom. If you need  
a gasoline engine, a grain  
cleaner, scales or anything for  
your elevator, we have it and  
can ship promptly. Get our  
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The grain trade news? Then sub-  
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which shows a set of plans for a 30,000 bu. elevator and a  
Storage Annex, also a complete line of our

**ELEVATOR MACHINERY**

We will make you a present of the plans in blue print form,  
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**ELEVATORS FOR SALE.**

MODERN ELEVATORS in Illinois for sale. C. A. Burks, Decatur, Ill.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

FOR SALE, 10,000-bu. elevator and coal business. Address Carter & Lewis, Pekin, Ia.

TWO MODERN ELEVATORS in Iowa for sale cheap if sold at once. Address Lock Box 19, Lehigh, Ia.

ELEVATOR for sale in Western Iowa, large territory; snap for cash buyers. Address, Taylor & Emmons, Stuart, Ia.

GRAIN, lumber and coal business including good elevator, lumber-sheds, etc., in Illinois. Address Box 444, Decatur, Ill.

BEST LOCATED ELEVATOR in Oklahoma for sale; ½ cash. Address Ris, Box 6, Grain Dealers Journal, Chicago, Ill.

35 ELEVATORS FOR SALE in Indiana, Illinois, Iowa and other western states. Send for list. Aaron Smick, Decatur, Ill.

I WILL sell my elevator, feed mill and lumber yard at Bryant, Ia.; doing a good business in all lines. N. J. Millhaem, Miles, Iowa.

IF YOU fail to find the elevator you want in this column, advertise your want to the grain trade by using space in our "Elevators Wanted" column.

FOR SALE: A good grain proposition in Illinois. Strictly O. K. Price, \$6,000. Address Enimlim Box 7, Grain Dealers Journal, Chicago, Ill.

SMALL ELEVATOR in good farming country. Crop good. Splendid feed, coal and tile trade. Address, Lock Box 114, Westport, Ind.

INDIANA ELEVATOR for sale. Good territory; no competition; crop good. Address, A. & S. Box 12, Grain Dealers Journal, Chicago, Ill.

A FIRST-CLASS ELEVATOR in the corn belt of Illinois. Price reasonable. Terms to suit the purchaser. Address Illinois Elevator, Box 8, Grain Dealers Journal, Chicago, Ill.

TWO MODERN ELEVATORS in good repair in northern Indiana doing good business for sale cheap, if sold at once. Address Elk, Box 4, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE, 15,000 bus. capacity. Dump scales, gasoline engine. In good So. Dakota town; doing good business. Address Jos. Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR for sale. Located on I. C. R. R., in northwestern Iowa; bumper crop, oats, barley and corn. Good coal business in connection. Address Bumper, Box 4, Grain Dealers Journal, Chicago, Ill.

TWO WELL located Kansas Elevators, arranged for shelling, cleaning, sacking, mixing, etc., in transit. Will consider some cash, balance long time. Address Eagle, Box 7, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

INDIANA, ILLINOIS, OHIO, Michigan, Wisconsin, Minnesota, Dakotas, Iowa, Nebraska, Kansas, Missouri and Oklahoma elevators for sale. Write for list. C. A. Burks, Elevator Broker, Decatur, Ill.

FOR SALE or exchange for a farm: a new 20,000-bu. elevator on Panhandle R. R. In eastern Indiana; fine farming country; no stock fed to speak of. Address J. W. Owens, Saratoga, Ind.

ELEVATOR FOR SALE in southwestern Ohio, 8,000 bushels capacity, two cleaners, sheller, hopper scales, feed mill, gasoline engine, feed, coal, paints, farming implements, buggies, etc. Address, R. Box 3, Grain Dealers Journal, Chicago, Ill.

ILLINOIS elevator, 50,000 bus. capacity, on the Wabash. One of the best corn and oats districts of the state. We handled 300,000 bus. last year. Will sell at once for a reasonable price. Address AAR, Box 7, Grain Dealers Journal, Chicago, Ill.

OFFER one-half interest or whole of up-to-date elevator in good country. Doing a good business. Lumber, coal, flour and feed in connection. No competition. Also new six-room cottage. Address Murray & McIntosh, New Waverly, Ind.

NEW, UP-TO-DATE elevator in best grain district in Northern Indiana. Capacity, 35,000 bu. Flour, feed and coal business in connection. Doing splendid business. Net profits will pay for entire plant in less than three years. Address Box 15, Argos, Ind.

GRAIN AND LUMBER BUSINESS for sale. Splendid territory. No competition. Town of 300. Lumber sales, 12,000 to 13,000 per year. Will buy 35,000 to 40,000 bus. grain per year. A snap for some one. It will not last long. Address J. O. French, Searsboro, Iowa.

ELEVATOR, 15,000-bu. capacity, for sale, with corn sheller and warehouses to store 50,000 bu. of grain; good wholesale and retail trade; in good black land country; with good corn crop now made; same will begin to move by September 15th. Address, O. H. Black, Leonard, Texas.

ELEVATOR AND MILL for sale, or trade. Situated in an Indiana county seat of 3,000. Elevator has a capacity of 30,000 bus. and ships 250,000 annually. Mill makes 75 barrels of flour daily with same help that runs elevator. Will trade for elevators, or mill and elevator in town of 10,000, or over. Address B. M. J. Box 7, Grain Dealers Journal, Chicago, Ill.

TWO INDIANA ELEVATORS for sale. As good locations for wheat, corn and oats as there are in the state. No competition. In an average year these plants will each handle about 100,000 bus. of grain, 500 tons of coal and 25 cars tile. Other lines could be added. For sale at less than they are worth. Best of reasons for selling, and must be sold soon. Address, S. T. W., Box 3, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

TWO ELEVATORS for sale in the heart of Iowa's big corn crop; large territory; good grain points. Will take \$7,000.00 for both if taken soon, as I have an offer in the West. Home office in town of 650. Address Ward, Box 8, Grain Dealers Journal, Chicago, Ill.

TWO CRIBBED ELEVATORS in Northwest Iowa for sale. Good territory and good crops. Good competition at each town and at all competing towns. Property in first-class condition. Good coal sheds in connection. Nothing whatever the matter with these houses or business as the reason for wanting to sell. Worth investigating. Address "Z", Box 8, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale. Almost new, 15,000 bu. capacity. No competition. In an average year this elevator will handle 200,000 bu. corn, wheat and oats, 1,200 tons coal and 25 cars tile. Also 1,000 to 2,000 bu. seed. Good flour trade. Splendid location for implements, lumber or live stock. This is a gilt edge property and will bear the closest investigation. Price, \$7,500. Address A. B. C. Box 8, Grain Dealers Journal, Chicago, Ill.

NEW ELEVATOR for sale, modern, first-class; in finest grain country in northern Indiana; averages 125 to 150 cars and 15 to 20 cars coal. Good flour and feed trade; hay and wool; no competition. Good corn crop coming on. Excellent opening for lumber yard, room on elevator ground. New plant, new territory; will pay for itself in three years. Best of reasons for selling, and big sacrifice in price if sold quick. Address Modern, Box 8, Grain Dealers Journal, Chicago, Ill.

IOWA ELEVATORS for sale—To close up a partnership, we offer two cribbed elevators for sale in northwestern Iowa; doing a good business and with a fine coal, flour and feed trade in connection. One elevator has over 30,000 bus. capacity, is nearly new and well equipped with 12-horse power gasoline engine, hopper scales and necessary machinery. Other has 20,000 bus. capacity and is equipped with 10-horse power gasoline engine, feed grinder and machinery. Address Grainmen, Box 5, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR RENT.**

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address, T. G. White, Cedar Rapids, Ia.

**MISCELLANEOUS.**

LIST YOUR ELEVATOR for sale or trade. Have cash buyers. Address Aaron Smick, Decatur, Ill.

BARGAIN IN BAGS: 10,000 large heavy burlap bags, size 27x54; 10,000 8-oz. burlap bags, size 20x36; 20,000 light cotton bags, size 20x36. Cheap. Wm. Ross & Co., 57 So. Water St., Chicago, Ill.



## ELEVATORS WANTED.

WANTED, one or two elevators doing good business. Address, H. J., Box 3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED handling not less 200,000 bushels annually; northern Indiana preferred. Address L. J. Jeter, Yorkville, Ill.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

WANTED for spot cash good elevator and lumber yard, or elevator where a yard could be established in connection. Address B. E. C. Box 7, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED: Want to buy an elevator that will not handle less than 100,000 bushels. Corn and oats country preferred. Must be as represented and all books open. Give full particulars and terms with first letter. No brokers. Address Lock Box 51, Cowden, Ill.

ARE YOU LOOKING FOR A  
LOCATION  
FOR AN  
**ELEVATOR?**  
Address B. THOMAS, President  
The Belt Ry. Co. of Chicago  
Room 13, Dearborn Station, CHICAGO

## NOTE THESE OPPORTUNITIES!

A good town in Eastern Kansas, in a fine wheat growing section, will give a free site and generous bonus to secure an up-to-date flour mill.

A valuable water power, in a first-class wheat section of Missouri, is available for the location of a flour mill of from 1,000 to 3,000 barrels daily capacity. Very cheap power can be produced. Many other excellent openings and valuable opportunities exist along the lines of the



Full particulars regarding the above locations and many others will be cheerfully furnished. Send for a copy of handbook entitled "Opportunities."

**M. SCHULTER**  
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**TO BUY  
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RENT or  
LEASE an  
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

## MILLS FOR SALE.

FULL outfit of machinery of 50-bbl. roller mill for sale. C. J. Kreisel, Olmitz, Kans.

FLOUR MILL, 100 bbls. capacity, for sale. Elevator in connection; in Northeastern Kansas; doing good business. Address A. J. C., Box 7, Grain Dealers Journal, Chicago, Ill.

AN OATMEAL MILL with all the latest improved machinery, capacity 150 bbls., for sale or exchange for improved farm property. Address, Best, Box 2, Grain Dealers Journal, Chicago.

HAVING become a purchaser of the mills lately owned by the Eastern Milling & Export Company, located in South-eastern Pennsylvania, I offer the same for sale. C. H. Dempwolf, York, Pa.

NIAGARA FRONTIER as a milling center. Unexcelled advantages of power, transportation and climate. Modern, up-to-date cereal plant, rail connections and electric machinery, an unusual offering. Also, choice dockage property with rail and canal frontage.  
KINGSLEY, 49 Niagara St., BUFFALO.

FLOUR MILL AND ELEVATOR to exchange. Located on railroad track at Van Meter, 20 miles west of Des Moines, Iowa. Some steam power; run only two years. Modern plant throughout, 100 bbls. daily capacity. No incumbrance; cost over \$15,000. Will take that price in exchange for improved city property or farm lands. Address Chas. O. Elwood, 143 E. 4th St., St. Paul, Minn.

FLOUR MILL, 80 bbls. capacity, with grain elevator attached, for sale. Also grain elevator in adjoining town. Everything in first-class condition; mill has latest machinery. Situated in South-eastern South Dakota; has a good business established and making money; located in a good farming country. Will take part good land in exchange. Address Ray, Box 8, Grain Dealers Journal, Chicago, Ill.

FLOUR MILL for sale at a bargain. For the next month I will offer for sale at a bargain my 100 bbl. flour mill with complete storage plant and everything ready to start on the new crop which is just beginning to move. This mill is situated in one of the best wheat growing districts in Manitoba, has a good local trade and a good reputation; good water; nearest mill, 25 miles west. The mill is a feeder for branch line which runs out of here for a distance of 100 miles through a well settled district. If you want a snap now is your chance. Apply to C. F. Travis, Elkhorn, Man., Canada.

## MACHINES WANTED.

WANTED a two-pair-high or three-high roller mill. Must be in good condition; cheap for cash. Address J. S. Woods, Fredericksburg, Va.

## FOR SALE

All the machinery contained in the  
**Lancaster Mill,** Lancaster Pa.  
Used very little, practically as good as new.  
**C. H. DEMPWOLF, York, Pa.**

## SCALES FOR SALE.

SCALES for elevators and mills; low-est prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

HOOVER Automatic Scale, No. 1, for sale; in good condition; used only a few weeks. Price \$50 f. o. b. Lebanon. Address B. H. Lancaster, Lebanon, Ky.

TWO 60-BU. FAIRBANKS hopper scales, with combined beam, for sale. Also one 75-bu. Fairbanks scale with weights. Address Aberdeen Mill Co., Aberdeen, S. D.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

REFITTED R. R. track, 60-ton, 64 ft. Howe scale, with single brass beam. This scale is still in the original boxes as it came from the factory and can be shipped immediately. Price, f. o. b. here, \$400.00. Address Maltby Cedar Co., Bay City, Mich.

## SCALES FOR SALE.

1 600-bu. Fairbanks Hopper Scale, compound beam, and levers to bring beam below, \$125.00  
1 6-ton Howe Wagon Scale, with 8x22 platform, \$65.00  
1 6-ton Fairbanks Wagon Scale, with 7x20 platform, \$55.00  
1 4-ton Fairbanks Wagon Scale with 7x14 platform, \$50.00  
All of the above are thoroughly refitted.  
Address, Allen P. Ely & Co., Omaha, Nebr.

## HAY WANTED.

ALL GRADES HAY, especially clover hay wanted. Write at once. Whitcomb & Root, Cincinnati, Ohio.

HAY and tangled rye straw wanted in any amount; also ear corn, oats and rye. Address Johnson & Son, Goshen, Ind.

HAY WANTED—We buy hay f. o. b. your track and handle on regular commission of 50c per ton. Write us. National Grain & Hay Co., Indianapolis, Ind.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

WANTED: To contract for hay for the coming season. Will want from seventy-five to one hundred cars, small bales. Shipments to cover 1904 crop. Grades must be standard. Terms arrival drafts, bill lading attached. J. C. Gwinn, Alderson, W. Va.

HAY AND STRAW:—We buy all grades of timothy, clover or alfalfa hay; also rye, wheat, or oat straw. Quote us prices. Consignments handled on all markets of greater New York. Michigan & Ohio Hay Co., Hay Exchange, New York, N. Y.



**ENGINES FOR SALE.**

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

GASOLINE ENGINE, 20 h. p., for sale. Address Fred A. Klopping, Ormsby, Minn.

GASOLINE ENGINE, 25 h. p., slightly used, for sale cheap. Address A. C. S. Co., 2 Webster Ave., Chicago, Ill.

ONE 16x16 HARRISBURG 4-valve engine, cheap. Used only a short time. Address Hardie-Tynes Mfg. Co., Birmingham, Ala.

GAS AND GASOLINE engines, 4 h. p., \$100.00. Write for discounts. Peerless Gas Engine Co., R. 308, 21 Quincy St., Chicago, Ill.

LEWIS GASOLINE engine, 6 h. p., for sale; good condition; used 4 years; price \$150 here. Varney Mfg. Co., Leavenworth, Kan.

FOR SALE—One 35-h. p. White & Middleton Gasoline Engine, in good condition. John R. Lowrey, 12th & Izard Sts., Omaha, Neb.

GASOLINE ENGINES, stationary, portable and pumping; 1 to 40 h. p. Witte Gas & Gasoline Engine Co., 47 S. Canal St., Chicago.

ST. LOUIS CORLISS ENGINE, 20x42, for sale. Good as new. For particulars apply to the Aug. J. Bulte Milling Co., Kansas City, Mo.

STEAM ENGINE, 12x24, for sale; fitted with new drop cut off valves; economical under load of 60 to 80 h. p. Address Walter S. McKinney, 204 Dearborn St., Chicago, Ill.

FOR SALE—One 8-h.p. Pierce; 1 5-h.p. Webster; 1 25-h.p. Charter; 1 7-h.p. Charter; 2 6-h.p. Fairbanks Upright and one 12-h.p. Otto. C. D. Holbrook & Co., Minneapolis, Minn.

FOR SALE CHEAP: 1 50 h. p. Nordbery Corliss Engine; 1 130 h. p. Atlas Heavy Duty Automatic Engine. F. E. PFANNMUELLER & CO. 733 THE ROOKERY BLDG. CHICAGO

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

GAS AND GASOLINE ENGINES; refitted Fairbanks-Morse; sizes 54, 34, 20, 15, and 6 h. p. Also 18 h. p. Watkins and 20 h. p. Webster. Good condition; lowest prices. Address M. E. White, P. O. Box 328, Indianapolis, Ind.

CHARTER GASOLINE ENGINE, 12 h. p. complete, for sale at \$200. Also Oldsmobile 7 h. p. auto., \$225. In A-1 condition. Address F. C. Culver, 219 W. 24th St., Minneapolis, Minn.

ONE 15 to 17 h. p. Pierce gasoline or gas engine with compressed air starter, for sale at a bargain. In first-class condition; used but about six months. Address Hart Grain Weigher Co., Peoria, Ill.

**ENGINES FOR SALE.**

FOR SALE:—Marine gasoline engines, 3 to 45 h. p. Electric lighting engines, direct connected or belted, 3 to 20 h. p. Address Sarvent Marine Engine Works, 24-26 W. Randolph St., Chicago, Ill.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

**FOR SALE.**

WEBSTER GASOLINE ENGINE, self-contained, 3 h. p., with electric spark and tube .....\$100.00  
WEBSTER GASOLINE ENGINE, vertical, 4½ h. p., with electric spark and tube .....\$125.00  
KANE, 4 h. p., first-class condition, with electric spark .....\$100.00  
STICKNEY, 4 h. p., latest improved, complete .....\$100.00  
WEBSTER-LEWIS ENGINE, 5 h. p., first-class condition .....\$100.00  
WITTE GASOLINE ENGINE, 10 h. p., good condition .....\$100.00  
Address Allen P. Ely & Co., Omaha, Neb.

**MISCELLANEOUS FOR SALE**

ELEVATOR BUCKETS for sale; 200 steel 15 and 20 inch. Good as new, at half price. Address Garden City Sand Co., 188 Madison St., Chicago, Ill.

AKRON grain and seed tester; warranted true; 3 sizes; 1 pt., \$6.00; 1 qt., \$6.75; 2 qts., \$7.50; sent on approval. Write A. S. Garman & Sons, Akron, Ohio.

**MACHINERY BARGAINS.**

500-bu. Fairbanks Hopper Scale, tested and sealed, at \$75.00.  
14x36 Allis Corliss Engine with or without Condenser.  
Large stock of second-hand boilers from 5 to 100 h. p.  
Engines, any size.  
Gardner Steam Pumps.  
10x14 Morris Centrifugal Pump.  
Also a full line of Mill Machinery and Supplies. Address Manufacturer's Supply Co., Minneapolis, Minn.

**FOR SALE.**

Complete machinery for large elevator only used four months consisting of:  
75 h. p. Automatic Erie Engine.  
100 h. p. Erie Boiler,  
75 ft. 30-inch No. 10 and 12 Iron Stack,  
1 Heater for Boiler,  
1 Large sized Boiler Feed Pump,  
1 Hancock Inspirator; pipes, connections, valves, etc.,  
1 20 car power puller, double power shovels. Pulleys, boxes, shafting, belting, elevator buckets, rope transmissions, conveyor chains, large iron sinks and elevator boots.  
1 125 light dynamo, complete with switchboard,  
2 80-ton 45 ft. track scales,  
Will sell machinery or will sell land and machinery together. Best location in the state for transfer elevator. Address Sidell Grain & Elevator Co., Sidell, Ill.

**MACHINES FOR SALE.**

STERLING CAR LOADER, in good shape, for sale cheap. Used one year. Brint Robbins, Washburn, Ill.

FOR SALE—One Appleton mill and crusher; 2 Triumph corn shellers. C. D. Holbrook & Co., Minneapolis, Minn.

MAUS 3-roller mill, 75 bu. capacity, for sale. Address Fred A. Klopping, Ormsby, Minn.

ONE SIX-HOLE Sandwich down sheller, in good order, for sale. Address Geo. D. Laing, Dixon, Ill.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

INVINCIBLE OAT CLIPPER, No. 9, for sale. Capacity 1000 to 1,200 bu. per hour; practically new. Address 1901 Broadway, Cleveland, Ohio.

FOR SALE: Two No. 8 Barnard & Leas clippers; capacity, 1,200 bushels; in good condition. Address Mueller & Young Grain Co., Chicago, Ill.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 20. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

FOR SALE dirt cheap; 2 Richmond round reels; 1 double stand, 7x14 rolls; 1 Noye sieve scalper and grader; 1 Richmond flour packer; 1 Gardner blender; pulleys, shafting, sprockets and chain. Address John M. Hornung, Greensburg, Ind.

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TUBULAR BOILER, 66 x 16, with fronts, in good order, for sale at a bargain. F. G. Ely, Traders Bldg., Chicago.

FOR SALE:—One 15 h. p. engine, 20 h. p. boiler, f. o. b. Dwight, Ill. Price, \$150.00. Address Merritt Bros. & Co., Dwight, Illinois.

ONE 65 h. p. Russell & Co. auto. engine 10x16 bore, \$425; one 40 h. p. Atlas slide valve engine, 11x16 bore, \$175; one 54x14 boiler, 4-in. flues, \$150. This outfit is in good condition and may be seen in operation at any time. Croxton & Butz, Angola, Ind.

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**ENGINES WANTED**

WANTED to buy a good 8 to 12 h. p. second-hand gasoline engine. Address McClure & Co., Mt. Auburn, Ill.



## SITUATIONS WANTED.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

SITUATION WANTED as manager of country station. Fifteen years experience. W. D. Foresman, Box 5, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as solicitor for grain firm or buyer on track for cash grain house. Best of reference. Address Solicitor Box 9, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED HELP for all kinds of work about an elevator or grain office can be obtained quickly by advertising your want in the "Help Wanted" column of the Grain Dealers Journal.

POSITION WANTED as manager in grain elevator. Fifteen years experience as hay, grain and live stock buyer. Can furnish best reference. Address E. J. Spencer, Vandalia, Ill.

SITUATION WANTED by young man having general elevator and office experience; best of references as to ability and character. Address Has, Box 4, Grain Dealers Journal, Chicago.

A MAN now buying grain at a station wants a position in some town with good church and school privileges. Will take charge of business in corn and oats belt on salary or will buy on joint account. Address Buyer, Box 4, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by first-class grain man. Can give best of reference and will work reasonably. Also would rent an elevator with the view to buying. Give full particulars and wages with first letter. Address D. F. Lock Box 51, Cowden, Ill.

## HELP WANTED.

WANTED, a working foreman to take charge of sheet iron department of an elevator supply house. Address Kay-Pim Mfg. Co., St. Louis, Mo.

BOOKKEEPER WANTED, who has had some experience in flour and grain business. Address with full particulars, Bradwardine Milling Co., Bradwardine, Manitoba, Canada.

WANTED salesmen for BLATCHFORD'S CALF MEAL & CATTLE FOODS to the country Flour & Feed dealers. Permanent, exclusive and good commission. Agency to the right party, season commencing. Write BLATCHFORD'S CALF MEAL FACTORY, Waukegan, Ill.

## PARTNERS WANTED.

INCORPORATED GRAIN AND mercantile company in North Dakota, doing large business and paying over 50 per cent dividends, offer a certain amount of its capital stock at par to a thoroughly up-to-date merchant who can devote all his time to the business. German community. Full particulars given to proper parties. Address Par, Box 7, Grain Dealers Journal, Chicago, Ill.

## GRAIN FOR SALE.

CORN, MILO MAIZE and Kaffir corn for sale. R. J. Bishop & Son, Gage, Okla.

WHITE WHEAT for sale. If in need of white wheat write or telegraph Sam Williamson, Salt Lake City, Utah.

SEED WHEAT for sale, recleaned. Varieties:—Michigan Fultz, Improved Fultz, Hybrid Mediterranean, Indiana Prolific. Price:—\$1.30 per bu. f. o. b. Evansville in 10-bag lots; 25c drayage charged in less quantities. Bags free. W. H. Small & Co., Evansville, Ind.

## GRAIN WANTED.

CORN WANTED. J. E. Bartlett & Co., Jackson, Mich.

BUCKWHEAT GRAIN WANTED. Address H. H. Emming, Golden, Ill.

OFF-GRADE, light wheat wanted. Mail samples. Address, W. H. Small & Co., Evansville, Ind.

PRICES WANTED—Wanted quotations on grain and hay. Geo. T. King, Grain & Hay Broker, Richmond, Va.

WANTED to buy wheat, corn, oats and hay, Harsh Bros. & Co., Merchants Warehouse, Nashville, Tenn.

BUCKWHEAT WANTED, car or local shipments. Address J. F. Easley Milling Co., Plainwell, Mich.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

LIGHT WEIGHT WHEAT wanted. Send us samples and state test weight. The Larrowe Milling Co., 227 Produce Exchange, New York, N. Y.

WANTED, your consignments of flour, grain and hay. Personal attention and prompt service. Address, Bennett, Hawkins & Co., Nashville, Tenn.

GRAIN WANTED—We handle everything in the grain line. Have outlet for off-grades. Send us your consignments and we will guarantee your satisfaction. Address National Grain & Hay Co., Indianapolis, Ind.

## SEEDS FOR SALE.

IOWA TIMOTHY SEED for sale, graded. Address The Ottumwa Seed Co., Ottumwa, Ia.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

CLOVER SEED, timothy seed, alsike, oats, corn and hay for sale. Don't fail to write us. Address Kinsey Bros., North Manchester, Ind.

WE ARE buyers and sellers of Red, White and Alsike Clovers. Timothy Seeds, Hungarian, Millets, Red Top, Seed Corn, etc. Correspondence solicited. Rosenberg & Lieberman, Milwaukee, Wis.

DWARF ESSEX RAPE in car lots for sale. Can make very favorable prices delivered your station for through shipment from Europe. When in market ask for prices from the direct importers. Henry Nungesser & Co., Seed Merchants, New York, N. Y.

## SEEDS WANTED.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

CLOVER AND TIMOTHY SEED wanted in car lots for export. Send samples to Henry Nungesser & Co., Seed Merchants, New York, N. Y.

WILL BE IN MARKET for car clover, buckwheat and pop corn. Wholesale dealers, garden and field seeds. Address The Ottumwa Seed Co., Ottumwa, Ia.

MEDIUM MAMMOTH and Alsike clovers and Timothy seed of extra quality wanted. Special prices. Send samples. O. C. Shepard Co., Medina, O.

## BRAN WANTED.

WANTED—Corn bran, also crushed ear corn (cob meal) any quantity, shipment sight draft, submit offers. Lewis, Leonhardt & Co., Knoxville, Tenn.

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We have sold out. Your Journal did it. McCREA & VLEREBOME, New Holland, Ohio.

## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

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## BELT CONVEYORS



Our No. 17 Two Pulley Troughing Carrier is adapted for conveying belts 10 inches to 18 inches wide.

The Belt Conveyor is the best method for conveying grain or products of like character. One of the new elevators recently equipped with S-A Machinery throughout, including Elevators, Shovel Machines, Belt Conveyors and Transmission Machinery is that of Hughes-Green & Co., of Nashville, Tenn. This is one of the model plants of the South. In purchasing their machinery, Messrs. Hughes-Green & Co. looked for the best; they decided on ours, and are well pleased. You will be pleased if you let us equip your Elevator with our machinery.

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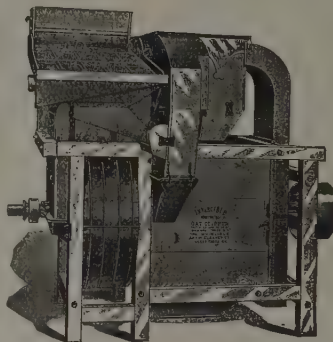
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This is the way it earns money for you.

1. Less power used.
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*It excels all on these points.*

This machine has the greatest capacity with a minimum shrinkage. It has large, wide shoes and great clipping surface. Made of all iron and steel. Capacity 2,400 bushels per hour. Write us about it.

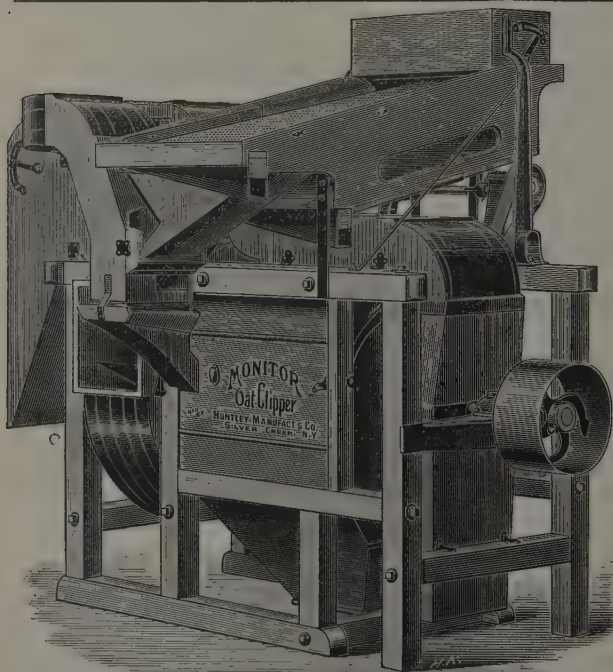
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Silver Creek, N. Y.

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## Oat Clipping Offers Substantial Profits.

Don't neglect this end of your business and the splendid returns it yields.

Send for our special folder describing the

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Incidentally you'll find it profitable to investigate Monitor Warehouse Separators, Flax Cleaners, Seed Separators and kindred machines.

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## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

### GRAIN DEALERS COMPANY

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The character and number of advertise-  
ments in its columns tell of its worth.

#### Letters

on subjects of interest to those engaged in  
the grain trade, and trade news items are  
always welcome.

Entered at Chicago, Ill., Post Office as  
Second Class Matter.

CHICAGO, ILL., OCTOBER 25, 1904.

SHORTAGE of cars is being reported from many different sections and the prospective car famine is haunting many shippers.

OLD corn which will grade No. 2 in Chicago bids fair to command an excellent premium. Shorts are particularly anxious to secure it.

THE wheat bulls are working the Hessian fly scare for all it is worth, and the bears are more nervous than ever. However, reports of damage by Hessian fly are very scarce.

BUYING oats and selling corn may seem like a sure winner, but dealers should bear in mind that oats cannot be delivered on corn contracts, even tho the price vary twice as much as at present.

THE Interstate Commerce Law Convention, which will be held at St. Louis Oct. 28th, should be attended by delegates from every organization which is honestly trying to promote the interests of shippers.

FARMERS are credited by many of our correspondents with holding back their good wheat and disposing of stuff that is repulsive even to a grain hospital operator. The quality of wheat arriving in St. Louis and Chicago is very poor, but a change for the better is expected soon.

EXPERIENCED grain men who sell out their grain business and go to work for co-operative companies do more to perpetuate co-operative companies than anything else except the agitators who fight them.

MANY of the co-operative companies of Illinois are dropping the penalty clause and few are attempting to enforce it, principally because their attorneys have advised that the penalty can not be collected at law.

PRIVATE inspection at Buffalo has recently received a severe rebuke, so that if buyers in that market will take pains to insist upon having official certificates of inspection the abuse will soon be abolished. The trade needs the disinterested inspector and shud use him whenever his service can be conveniently obtained.

ADVICES from many sections of the corn belt indicate that well-constructed, thoroughly-ventilated cribs will be needed for new corn and soon. Much of the corn which has been lying on the ground has already been damaged by rain. More stormy weather will not improve it. The elevator man who has a first-class drier will be in an excellent position to make a good profit.

WHITE WHEAT from Oregon and Washington is being received at many eastern markets, much of it arriving at St. Louis is said to contain from 5 to 15 per cent black oats. Chicago receipts have contained but little. Several lots of Canadian wheat have recently been imported by mixers in hope of bringing some of the stuff now arriving up to contract grade.

DULUTH inspectors have been called down sharply by eastern millers who object to accepting spring wheat weighing 55½ pounds as No. 1 Northern when the rule provides that it shall weigh at least 57 pounds to the measured bushel. So much stuff of this character was sent east that a delegation of eastern millers and inspectors visited the northwest recently to file a protest.

LOCOMOTIVE sparks are responsible for the destruction of another elevator, as is reported in our Illinois column this number. Spark arresters materially reduce the losses due from this source, but all railroad companies do not keep their locomotives properly equipped. The only thing the country elevator man can do to overcome this expensive fire hazard is to protest frequently against sparks thrown on his property by passing locomotives and to keep all grass, weeds and rubbish cleaned away from about his elevator, especially during the fall of the year or dry summer seasons when everything is dry.

CALCIUM chloride seems to be not only an excellent chemical for preventing the freezing of water used for cooling gasoline engine cylinders, but it is well suited for making a solution for fire barrels and buckets which will not evaporate, corrode the hoops or get stale. If any of our readers have had any unsatisfactory experiences with this chemical we would be pleased to know of it.

SOME Indiana shippers are accepting the uniform bill of lading with all its pernicious features (see letter from Mr. Riley entitled "The Transportation Tax") notwithstanding the members of several Eastern grain exchanges have resolved to turn down drafts attached to such bills. If shippers tolerate this rank imposition, their action will serve but to invite even greater impositions. Are the shippers afraid to demand fair treatment?

AN INGENIOUS liar wired the Chicago and St. Louis newspapers last week that the Rock Island road was about to force the country grain dealers to sell their elevators, so that the railroad could control the grain trade along its lines. There is no more truth in this rumor than in the falsehoods regarding the Iowa Grain Dealers Assn., which probably originated from the same source at Des Moines.

ANOTHER decision is published in Supreme Court Decisions this number, taking the same position as the decision published in St. Louis Letter last number,—that grain was not the property of shipper who billed same shipper's order, with bill of lading attached and then discounted his draft against same. The courts hold that the bank is the real owner, hence the property cannot be attached for an indebtedness of the shipper or a claim against him.

A NEW FIRM, calling itself the Nebraska Grain Asso'n, has recently opened an office in the Board of Trade at Omaha. There seems no excuse for its taking this name. Its purpose, of course, is to gain the business of outside dealers, who already have confidence in the Grain Dealers Asso'n. This new firm has no connection whatever with the Asso'n, and and no doubt its taking the name it has will result in its mail being mixed frequently with that of the Grain Dealers Asso'n, unless the suggestion of Secy. Miller, published in our Nebraska column this number is always heeded. If the members of the Asso'n are true to the interests of their organization they will refuse to do business with the new firm until it changes its name, for whatever kind of a reputation it establishes will be reflected to a certain degree upon the Grain Dealers Asso'n, and that organization is desirous of being responsible for only its own actions.



BUCKET-SHOPS have at last come under the ban of the New York Stock Exchange and the Cotton Exchange, and it seems very likely that the Produce Exchange will follow suit and arrange with the telegraph companies to prevent continuous quotations falling into the hands of bucket-shop schemers. This consolidates all the most important Exchanges of the country in the fight against the bucket-shops, hence the life of these iniquitous institutions will be materially shortened.

THE MINNEAPOLIS millers' minority membership on the Chamber of Commerce of that city played dog-in-the-manger by preventing the adoption of the rule making lower grades deliverable on contract. The contemplated change would greatly benefit the Minneapolis market, lubricate the option market, facilitate hedging by eltr. men and country shippers and give more commissions to the grain receivers. The markets of Chicago, New York and Winnipeg have been broadened by increasing the number of contract grades, why not Minneapolis?

THE corn exhibit and lectures on seed improvement which it was designed to give in connection with the National Livestock Show in Chicago next month, have been abandoned because of lack of funds. On the other hand, London's Dog Show is already assured of a grand success, 3240 canines having been entered and \$34,000 having been provided for prizes. The prosperity of the grain trade and the country depends very largely upon the success of the farmer and it seems time that something were done to induce him to improve the quality and yield of different grains grown. Heretofore he has given no attention whatever to improving his grains, hence the field for advancement is almost unlimited.

TYPE samples, if carefully followed, by country grain buyers, shud materially assist them in classifying grain brot to their stations. By properly classifying grain received and shipping it to central markets, the shippers will surely realize much better prices for the good grain and thereby be able to pay the intelligent, conscientious farmer who puts his grain in prime condition before bringing it to market a much higher price than the shiftless, careless grower who throws all of his grain into the same box, regardless of quality. The Wisconsin Grain Dealers Assn. has undertaken the work of supplying type samples of barley to its members and all seem to be well pleased with the result. Not only does it assist them to a perfect classification, but also calls the attention of growers to the fact that there are different grades of barley.

KANSAS CITY grain merchants who are so unfortunate as to operate grain elevators across the line in Kansas have asked for an injunction restraining Chief Grain Inspector Radford of Kansas from levying unfair charges upon grain received at their elevators. One grain inspection and one grain weighing department is enuf for any market. It wud be just as sensible to saddle a dozen inspection and weighing departments upon the trade as two. The producer and the consumer must eventually pay the bill. The only ones to profit by the graft are the politicians who go thru the motions of performing a service.

AN ILLINOIS shipper who draws grain from a large territory and each year receives large quantities of shelled corn, has found a new way of escaping heavy losses on off-grade stuff. He buys the shelled corn from the farmers on the basis of No. 3 and makes them stand the grade. That is, if it does not grade No. 3 in central market, then he docks the farmer accordingly. However, this is not possible for every elevator man, because many of them do not have the farmers shovel shelled corn into cars and even if they did, would find it somewhat inconvenient to keep each man's grain separate.

REGULAR dealers who contribute to a fund to assist a brother dealer at a nearby station to fight a co-operative concern by paying more for grain than is justified by prices ruling in central markets do not help to discourage the growers. On the contrary, they encourage them and help to convince them beyond all doubt that the regular dealer was previously extorting an unreasonable margin. Higher prices is exactly what the growers were after when they organized the company. Such funds might create some dissatisfaction among members of co-operative concerns if expended in paying premiums to non-members, but not otherwise.

THE American Society of Equity, which is supposed to have headquarters in Indianapolis, in the office of a "seed dealer," has not seen fit to advance the minimum prices of cereals, hence farmers are accepting what they can get at their country markets. This Indiana effort to bull the prices is so very ridiculous that one cud laugh right out loud were it not for the thot of the farmers who are being imposed upon by the wud-be promoter of the scheme, who grants them the privilege of accepting anything obtainable over his minimum price, but not anything under. He says to his cohorts, "The world must have your products at your price, if it cannot get them at prices made by some other people." Then he proceeds to fix the price of No. 2 wheat at Chicago at \$1.20; No. 2 corn 60c; No. 2 white oats 40c; No. 2 barley 58c.

IN THE judgment of correspondents who have already replied to our query as to whether Refusing to Pay Draft Viates Contract, it does, and receivers who contract for grain and turn down the draft against it not only have no claim against the shipper, but are liable to him under their contract for any loss suffered or expenses incurred by reason of the contract. Read the replies to the query and then write us your views.

WILDCAT insurance companies operating from Chicago were given a hard blow by the recent decision of the Appellate Court continuing the injunction against the illicit concerns. The underground companies affected are American Trust and Insurance, Citizens' and Central Insurance, Commercial, Commonwealth, Commonwealth Savings and Insurance, Great Britain, Germania, Interstate, Lincoln Insurance and Banking, Mercantile, Mercantile Fire and Marine, Merchants and Manufacturers', National Insurance and Investment, North American, Northern of Chicago, People's, Prairie State, Security Fire and Marine, Union.

#### THE UNIFORM BILL OF LADING.

Some of the trunk lines, despite the many protests, are striving to force the use of the obnoxious bill of lading upon shippers. They are not disposed to consider the rights of anybody, but insist upon being guided solely by their own desires. A number of the banks are refusing to take non-negotiable bills of lading as collateral, and the Indiana Bankers Assn. has a committee at work considering the matter. In view of the decision reported in our St. Louis column last number, to the effect that the bank becomes owner of the grain when it discounts draft attached to bill of lading, it would seem that the banks are not overly cautious in this matter. It is right that they should not make a practice of buying a pig in a poke.

If every grain shipper will refuse absolutely to have anything to do with the so-called uniform bill of lading with its non-negotiable 20 per cent advance for guaranteed delivery and other objectionable features, then the railroads will be compelled to use the old form or at least something that is equitable. Shippers should not only refuse to accept the so-called uniform bill of lading, but they should also provide a fund, a fighting fund, to prevent carriers charging 20 per cent additional freight for their refusing to tolerate the imposition.

The National Hay Assn., as is indicated by a communication published in "Letters from Dealers," this number, is working to thwart the enforced use of the bill and its recommendations could well be followed by grain shippers who are asked to bear this last and greatest burden inflicted by carriers.



## UNIFORM INSPECTION AT THE SEABOARD.

Sometime ago the four principal export grain markets of the Atlantic coast through their delegates to a joint conference agreed to adopt uniform inspection rules governing the grading of grain for export. New York, believing the other markets to be in earnest, immediately adopted rules drafted by the conference. Since then Baltimore has been waiting on Boston and Boston has been waiting on Philadelphia, with the result that uniform inspection at the Seaboard is almost as far away as ever.

Mr. McCumber, the so-called Senator from North Dakota, will soon swoop down on Washington with a fresh supply of false and true charges regarding the variation in the grading of grain in the different markets. If the Atlantic Seaboard markets would consider their own interests they would in a measure disarm the northwestern Senator by adopting and enforcing uniform rules and uniform grading. The grain trade is already so greatly handicapped by political service that no member of it can consider with calmness the McCumber proposition for federal inspection. It is not needed nor wanted, and its installation would help no one but the politicians, the pap suckers.

## UNREASONABLE MARGINS OF PROFIT.

Unreasonable margins are to blame for many co-operative elevator companies—that is unreasonably wide margins, like 8 to 12 cents a bushel on corn, but unreasonably narrow margins should be just as studiously avoided.

Dealers who are attempting to handle oats and corn on a margin of 1 to 2 cents a bushel, unless they have an unusually large volume of business, are very likely to have their entire profits absorbed by shrinkage and misgrading. It should not be necessary to go to either extreme in deciding upon a margin for a country station, unless the volume of business be unusually large or very small.

It is the common practice of the co-operative companies of Illinois to buy corn and oats on a margin of 2 cents. The regular dealers at one station checked a movement to organize a co-operative company by agreeing with the managers to handle grain on a 3-cent margin. The growers were satisfied with this proposition, and accepted it, and abandoned their efforts to organize a co-operative company. With rigid, careful grading the regular dealers may be able to realize a living profit on this margin, depending of course, on the volume of business secured, and the facilities they have for handling it.

However, it seems like folly to attempt to handle wheat or barley on anything less than 5 to 6 cents a bushel. The

amount of money required to handle these grains, with the accompanying charges for interest, insurance and the frequent misgradings, make a larger margin of profit necessary if the dealer is to secure a living.

## GRAIN DRIERS THAT FAILED.

In purchasing machinery it is the practice of elevator owners to rely largely upon the unsupported statement and claims of salesmen for their information as to what to expect from the machine offered. In some lines elevator men are fully justified in relying on such statements, but, in others, the eagerness to secure orders, has prompted many salesmen to make claims which were far beyond the bounds of possibility.

Only recently a case came to our notice wherein an elevator firm was put to an expense of nearly \$1,000, because the makers of a machine had underrated the power needed to operate it about 40 per cent. A law-suit may be necessary to recover the loss, but no doubt the elevator man will insist on the machine maker, who misrepresented the power needed, to make good the loss, as he should.

Years ago millions of dollars were spent in experimenting with machines intended to dry grain, but without any satisfactory degree of success. A score of the failures were long since discarded and their manufacture discontinued, the later and improved machines turning out better and more work at a cost insuring handsome profits. However, some of the old-style machines have been resurrected and are again being pushed, altho the makers know that they cannot perform the work desired or needed by a grain elevator man.

It is not long since that a number of grain dealers were sold sand-driers at a very good price, but of course it did not take long to discover the worthlessness of these machines as grain driers. For some inexplicable reason the buyers of these machines did not take into consideration the cost of installation, cost of operation, cost of repairs, amount of steam coil surface used, amount of evaporation possible, or the capacity for drying damp or wet grain.

Many of the machines which are credited with having a thousand bushels an hour capacity, can, by no stretch of imagination, remove more than 1 per cent of moisture from 500 bushels an hour. Some of the claims are absolutely ridiculous, the wonder is that the elevator man does not immediately detect their impossibility.

The exaggeration is not confined alone to claims of evaporating capacity but also to the power and steam-coil surface and volume of air needed to perform a given amount of work.

A little thinking or investigation along these lines will save elevator men not only

much expense, but will prevent their suffering losses on grain such machines are unable to dry.

Efforts to save money in first cost of an appliance often prove to be extravagance, the first saving being expended yearly or monthly in excessive cost of operation, lack of efficiency or failure to produce the hoped for results.

## Observations.

By Traveler.

There is a good deal of trouble, as usual at this season, over the division of receipts at different stations, as some dealers insist upon having a *fixed* percentage, say a third or a half of all the grain that comes in. Now my experience has been that it is always better to make an elastic arrangement which will allow each buyer a little leeway. For example, if there are three buyers at a station each of whom is entitled to an equal division with the others, an agreement can be made that each one shall have at least 30 per cent of the grain, thus leaving 10 per cent which is practically open to competition. Then there will be no trouble in trying to arrive at an *exact* settlement. In the majority of cases, I believe, misunderstanding and hard feeling arise over the last few hundreds of bushels which one dealer thinks the other has gotten in excess of his share, and a quarrel once started over trifles often lasts longer and causes more bitterness than one that concerns important interests.

Another thing that leads to trouble is failure to check up at frequent intervals, for if one buyer gets considerably ahead of the other in the volume of his receipts, the first favorable turn to the market which renders each of them anxious to get all the grain he can will be almost sure to occasion a ruction. Those who have been getting behind will call for an accounting, and the one who is compelled to stop buying in order to let them catch up is going to feel "sore" about it. Once a day is not too often to get together, if it can be managed without some busybody's starting a rumor that there is "a combination in restraint of trade."

Quite a number of the shippers of our house have adopted the very sensible course of submitting differences over the division of receipts to be agreed upon to the Secretary of the State Ass'n or other proper official or the board of the organization to which they belong, and I find that the tendency in this direction is stronger than at any time heretofore. One district which I have in mind furnished some very good object lessons of this kind, last season, and their effect on the buyers at neighboring stations is very noticeable.

The water-jacket of the gasoline engine is sufficiently cool when the water leaves the cylinder at a temperature of 160 to 200 F.

The acreage devoted to wheat in England is this year the smallest on record. The wheat acreage is 1,375,000, or 13 per cent less than last year.

Lack of equipment on the Rock Island road is congesting grain shipments. On the division between Gowrie and Sibley, Ia., the elevators recently contained enough grain to load 30 trains. The pressure has since been relieved by the road rushing in an extra number of empties.



### To The Man Who Loses.

Here's to the man that loses—loses and pays the price—  
Pays the price of the loser, unfavored of fortune's dice!  
Courage to dare a fate unfair—that is his goodly mark;  
Mettle and might to search for light, though groping in the dark!  
Drink to his health—the losing man—soldier or slave or priest.  
What though he fall He's best of all, for he has tried, at least.

W. D. Nesbit.

## Letters From Dealers

### ARBITRARY DEMURRAGE.

*Grain Dealers Journal:* I am interested with grain men in demurrage rules. Daily I pay out money for extra men to unload cars of fuel and brick, which I prefer to do to being mulcted for demurrage charges so arbitrarily levied.

If I could get returns for time saved to railroads by promptly unloading cars, and for loss of days and weeks that the cars are detained en route, I would save much.—E. W. Dixon, Davenport, Ia.

### WRITING ALLOWED ON SAMPLES SENT BY MAIL.

*Grain Dealers Journal:* An inscription indicating the price of grain, the car from which the grain was taken and the number of pounds to the bushel which it tests, written on the wrapper of a package containing the grain, are permissible additions to the package under section 483 of the Postal Laws and Regulations, and do not subject it, when sent in the mails unsealed or put up in accordance with the provisions of paragraph 5, section 496 of the Regulations, to a higher rate of postage than one cent for each two ounces or fraction thereof. (Section 482, Postal Laws and Regulations.) Respectfully, Edwin C. Madden, Third Assistant Postmaster General, Washington, D. C.

### REFUSE UNIFORM BILL OF LADING AND PROTEST.

*Grain Dealers Journal:* Your attention is directed to the efforts of the carriers of Official Classification Territory in connection with the Uniform Bill of Lading: they are not acting harmoniously in the matter but some are requiring two matters which are especially pernicious, namely the signing of the bill of lading in which is limited the Common Law liability of the carrier, and the use of the words "Not Negotiable" on its face. By the former, loss and damage must fall on the party, shipping banker or receiver holding the document; on account of the latter many banks are refusing to advance against the bill of lading as collateral. It is therefore recommended that.

Shippers refuse to sign a bill of lading.

Shippers refuse to accept a bill of lading marked "Not Negotiable."

Receivers do not pay drafts to which are attached the kind of bill of lading described until the goods have arrived at destination and their condition ascertained, and that

Shippers file with the several Traffic Managers of railroads over which they ship, protests against the two requirements

above stated, and that receivers file similar protests with carriers over which they receive goods.

That copies of such protests and special cases be referred to the General Counsel, John B. Daish, Washington, D. C.

It is necessary that this matter receive prompt and careful attention, and if we are diligent in looking after our own interests the objectionable features of the bill of lading will be stricken out.—P. E. Goodrich, Secretary, Natl Hay Assn.

### OUT IN WESTERN KANSAS.

*Grain Dealers Journal:* Less than five decades ago that portion of Kansas lying west of the sixth principal meridian was known as a part of the "Great American Desert." The suggestion of its ever becoming agriculturally productive enough to sustain even the few reckless frontiersmen who might cast their lot there was jeered by the shortsighted wisecracks of the east. Horace Greeley in his famous advice to young men to leave the overcrowded cities of the east and "go west" tabooed this region now so productive of wealth. If it is human to err, that such eastern forecasters were intensely human is borne out by official statistics, thus:

The winter wheat yield of 1903 in the section indicated was 73,739,719 bushels, or 79 per cent of the entire state's world-beating yield, and 18.4 per cent of the total yield of all the United States. In other words this "semi-arid" fraction of Kansas produced in a single year 2,617,573 bushels more than Missouri, Nebraska, Maryland and Indian Territory; 4,870,234 bushels more than Ohio, Indiana and Illinois; three times as much as Oklahoma; twice as much as Nebraska, and nearly three times as much as Pennsylvania. In addition to its other crops, live stock, poultry and eggs and dairy products, this same fraction of Kansas in 1903 produced, too, 56,991,846 bushels of corn of good merchantable quality, or almost 40 per cent of the state's yield.—F. D. Coburn.

### SCALES OUT OF ORDER.

*Grain Dealers Journal:* As I have visited about one hundred different elevators in Iowa, So. Dak. and Minn. and inspected and tested about 200 scales of the different makes in the past four months, a few words in your columns about scales might be of interest to grain dealers.

I find some of the scales off as much as 12 lbs to the thousand, and quite a good many of them 10 and 5 lbs to the thousand. Now this may not seem very much to some, especially to those who do not understand the working principle of scales. For instance, I had just finished testing a scale a short time ago which was weighing ten lbs. to the thousand too heavy. I told the dealer what the scale was doing and he said he didn't think that would amount to very much, after he had weighed the wagon back. This dealer did not understand the working principles of scales, but, after I had explained the matter to him, he could see that he was about \$20 per day out on 50 loads of wheat, and he admitted that he was handling that amount at the time.

It would be impossible to explain in these columns all the troubles that I find with the scales, as to the cause of them being off. Quite often the agents know that the scales are not working just right, but as they don't understand the scales they don't want to touch them for fear

they would make them worse. Therefore, they let them go the way they are, and the proprietor as a rule is the loser. Now, if a scale is weighing too heavy, the proprietor is the loser, and if it is weighing too light he is the loser in the long run, for his customers will find out that the scale is too light, and then he will lose his share of the trade. I think money is well spent to employ a good man who thoroughly understands scales to inspect and test them at least once a year, and when you install a new scale to see that it is properly set up. This would mean a great deal of money, time and trouble saved in the end.—H. W. Stevens, Lawler, Ia.

### THE TRANSPORTATION TAX.

*Grain Dealers Journal:* Inclosed find copy of a publication, compiled and published by the Indiana Shippers Assn., entitled "The Transportation Tax." This contains a condensed statement of the provisions of the proposed Railroad Commission Bill to be presented to the Legislature next winter.

We are sending thru the wholesale houses and other channels thousands of these publications to their customers, urging them to labor with their legislative candidates to secure favorable consideration of the measure in prospect. The Grain Dealers Assn. has also sent out thousands of them and a very strong sentiment is developing thruout the state, which we trust will culminate in a demand for the enactment of the law proposed or something similar thereto.

There is certainly no state that needs a Railroad Commission with liberal powers more than does Indiana; gridironed as it is with trunk lines, the average shipper is unable to obtain service that he is entitled to, because of the fact that the trunk lines carry the cars thru the state to the western terminals for competitive business, and the unequal distribution of cars is therefore the rule, while the smaller shippers at non-competitive points await the pleasure of the Traffic Managers, irrespective of their necessities or losses.

There has been no legislation in this state that benefits the shippers, or in fact gives them any relief from bad service, unreasonable rates and unreasonable car service rules. The people have encouraged railroad building by subsidizing such enterprises and in every way fostered railroad sentiment, in return for which they have received indifferent service, of which they now complain. It is not the desire of those pushing the proposed legislation to do anything radical or ask for legislation that is inequitable or will harass or annoy the carriers. However, it is not justice to submit to the treatment that many have been compelled to submit to during the last two years, whereby they have lost their entire investment in elevator property by reason of indifferent transportation facilities, when the roads could have taken care of them, had they not been disposed to use their equipment to care for the competitive business received at the terminals in the west.

The grain business is so thoroly dependent upon transportation that men engaged in it are perhaps more energetic in the movement than any other class of shippers, although we find all classes of shippers interested and willing to co-operate for the accomplishment of the



kind of legislation that promises some relief.

In addition to the bad service and in many instances inequitable and unequal rates, we have recently been compelled to contend with the new Uniform Bill of Lading; some of the railroads having put into use that bill of lading with all its objectionable features, including the "not negotiable" feature, which renders it absolutely worthless as collateral and the Indiana Bankers Assn. has taken notice of that fact, and appointed a committee to confer with the shippers and the railroads with the view to having the objectionable bill withdrawn.

The railroads frequently complain of the shipping public and say that they demand too much, but in the light of the treatment received at their hands and being compelled to submit to it, in this state, for want of proper supervision, it is a wonder that the public is as tolerant as it has been.

Our only remedy seems to lie in the direction of legislation, as nothing else is effective, and if the entire shipping interests of the state will only act in harmony and with energy, we will procure the passage of a Railroad Commission Bill that will provide for an impartial tribunal, with powers sufficient to, at least, give us the means of overcoming the greater part of the difficulties now contended with. Yours respectfully, C. B. Riley, Sec'y, Indianapolis, Ind.

## REPORT SHORTAGES PROMPTLY.

*Grain Dealers Journal:* Shippers who have reason to believe that their grain is not being accurately weighed or the cars properly swept at any terminal market will do well to write promptly upon receipt of account sale to the house with which they are doing business, giving in each instance the exact amount of the shortage and stating how their weights were arrived at. This will lead to an investigation being made thru the office of the chief weigher connected with the local exchange and may result in important developments—important, that is, to the trade at large—such as the discovery that cars in a certain switching district are not being as well guarded as heretofore by the railroad companies, that one of the deputies employed by the weighing department is careless or crooked, or that there is some cunning scheme being worked by the elevator proprietor at the house in question to gain a few bushels in the weight. General or indefinite statements made by shippers that they are suffering shortages avail nothing, but if the facts are presented clearly and concisely, so far as they can give them, these will usually be made the basis of a rigorous investigation by the receiving house to which the shipper's interests in that particular market are entrusted. If your commission merchant does not take the matter up vigorously, when furnished with good evidence that you have actually sustained loss, it is time a change was made.

Receivers sometimes find that, when the weighing department cannot be brought to investigate a case properly, the desired results may be attained thru a claim on the railroad company. Not, perhaps, by one that is filed in a perfunctory manner, in order to satisfy the shipper, and the verdict accepted with indifference, but by one that is pushed. When a railroad company realizes that an alleged shortage

may cause considerable trouble, it will set its sleuths to work on the case, and many developments of vital concern to the grain trade have been opened up just in that way.—R. J. R.

## MILLERS TO BLAME FOR WHEAT EXPORTS.

*Grain Dealers Journal:* I have been glad to see the Journal expose some of the fallacies of the position taken by the millers in regard to the exporting of wheat; for their attitude in relation to its purchase when offered on the various grain exchanges is one of the most exasperating things with which receivers have to contend.

It is almost the invariable policy of millers when receipts become heavy, or, in fact, when they are at all in excess of their current requirements, to stand off and refuse to make bids, in order to force a reduction of prices; and the consequence is that, while they may accomplish their purpose time after time, it inevitably results in forcing the sale for export of large quantities of excellent milling wheat which could and should be kept at home by the exercise of ordinary business sagacity on the part of the millers.

They could take it and store it in their elevators against the day when it will be needed, without risk to themselves, by the simple expedient of putting out hedges. Why don't they use a little common sense and do their best to make things "go" as they are, instead of continually crying "discrimination, discrimination?" It makes the grain men tired to hear them. Can't the millers see that it is their picayune policy of saving a penny which costs them a pound?—Disgusted.

## PROMPT RETURNS FROM SHIPMENTS.

*Grain Dealers Journal:* With the high prices now ruling it becomes of vastly increased importance to shippers to consign their grain to markets from which they can expect returns within a reasonable period, for it is a serious matter to have funds tied up three to six weeks, or more, as is still quite generally the case with respect to shipments made to some of the leading markets of the country. One of the largest grain centers of the N.-W. owes no small portion of its truly phenomenal success to the fact that cars are almost invariably unloaded within a few days after sale, and this is a fact which shud by the present time have impressed itself upon the minds of merchants in competing terminals, but they are singularly obtuse to it.

The cause of the shipper, however, is not wholly conserved by merely giving preference to one market over others. In fact, country dealers shud, thru concerted effort, strive to broaden the field that is open to them, rather than to allow it to be limited; and one of the surest means of attaining that end is to make receivers in the slow markets understand that you are diverting your shipments elsewhere on account of not being able to obtain prompt returns from them. When some of these complacent individuals realize that they are dollars out of pocket on account of their antiquated methods of doing business, they will awaken and call loudly upon the railroad companies to furnish better terminal facilities, upon the

elevator men to unload the cars as soon as placed for delivery, and upon any who may be found responsible for the existing state of things to "hump" themselves and do it pretty lively.—F. R. M.

## IMPROVEMENT IN TRANSPORTATION OF GRAIN.

*Grain Dealers Journal:* At the recent meeting of S. W. Iowa and N. W. Mo. Grain Dealers one of the railroad men in attendance made a remark that seems to me to be fraught with much significance, viz.: that, while the railroad companies have not paid much attention to the grain business during the past two years, they are thinking about it now.

Perhaps there was some exaggeration in this statement, for I do not know of any Western traffic manager who is not alive to the value of the business furnished by grain, and has not been during all the history of the so-called "granger" lines; but assuredly each one is paying more attention to various improvements in the method of its transportation and delivery than at any time in the past—and why? My answer is that it may be attributed in large part to the quiet and inoffensive but persistent and determined agitation which has been carried on by the various associations of grain dealers and exchanges, national, state and local, to secure needed changes all along the line—from the time the grain is taken from the farm until it is placed in the hands of those who cater to the consumers.

I fear that dealers in general do not appreciate what has been done for them by the unceasing efforts of the officials who have labored in their behalf for the past few years, but they are coming to realize the benefits of the work more and more, and I believe the time is not far distant when all will unite in a "long pull and a strong" pull to secure the correction of a few flagrant evils with which the trade has still to contend.—F. & R.

Alcohol instead of gasoline is used in France too as fuel in explosive engines.

The National Hay Assn. will hold its 12th annual convention at Toledo, O., July 18, 19 and 20, 1905.

Lack of interest by members may cause the closing of the Corn Exchange at Leith, Scotland, at the end of the year.

Corn oil amounting to 1,567,950 galls. was exported during the eight months prior to Sept. 1; against 3,083,068 galls. during the corresponding period of the preceding year.

Hay amounting to 43,914 tons was exported during the eight months prior to Sept. 1 against 29,710 tons during the corresponding period of the preceding season, as reported by O. P. Austin, chief of the Bureau of Statistics.

Stock fire insurance companies have made complaint that local agents at Attica, Ind., are canceling policies on grain in the elevator of Finch & Son at Hedrich, Ind., on a pro rata basis with the promise of future insurance when it is needed.

Beans and dried peas of foreign origin amounting to 37,266 bus. were imported during the eight months prior to Sept. 1, 1904; compared with 42,455 bus. during the corresponding period of the preceding year, as reported by O. P. Austin, chief of the Bureau of Statistics.



## Asked— Answered

### IS BLACK RUST POISONOUS?

*Grain Dealers Journal:* Will some reader of the Journal please state whether the black rust on the wheat this year is a poison. If one is poisoned will the disease remain in the system?—Northwest.

### GOLDEN OATS A DISTINCT VARIETY.

*Grain Dealers Journal:* Golden Oats is a distinct variety of oats. I had some this year, the first I have ever bot. It is a shining yellow. When weather stained it is a dull yellow.—H. Potgeter, Steamboat Rock, Ia.

### PAYS EXCHANGE AND EXPECTS OTHERS TO DO LIKEWISE.

*Grain Dealers Journal:* In reference to a country dealer selling grain f. o. b. his track receiving payment therefor in par exchange will say, if a country dealer sells grain f. o. b. his track, it is customary in this section of the country for him to make draft with bills of lading attached, this to be paid without expense of exchange to buyer and if he draws "with exchange" the exchange is charged to his account. In our business, the matter of exchange is considered in the same light with the matter of telegraph expense. We pay all of our own exchange and telegrams and expect our correspondents to do the same. Yours truly, W. S. Washer, Atchison, Kan.

### GOLDEN OATS RAISED EXCLUSIVELY.

*Grain Dealers Journal:* Answering the inquiry in your issue of October 10th from Henry G. Smith of Birmingham, Ala., we have a territory here in Northern Iowa where the Golden Oats are raised exclusively. They have a natural yellow color without having received a drop of rain or moisture on them. The oats yield well and are usually heavy and stand up where other varieties of oats lodge. This is the reason that the farmers grow them. It is hard for the average commission man, who knows nothing about the variety of the oats, to believe that they are not damaged by water and discolored. Yours truly, Nye Schneider Fowler Co. A. J. Zingre, Manager, Mason City, Ia.

### DOES REFUSAL TO PAY DRAFT VITIATE CONTRACT?

*Grain Dealers Journal:* It seems to me that the case of A and B, stated in the Journal for Oct. 10, page 391, by A. H. Bennet, is very one-sided. The element of time is so important in grain contracts that B's delay in meeting draft was fatal. B cannot expect A to wait indefinitely and perhaps miss an opportunity to sell the grain at the same or better price. A's contract was fulfilled when the bill of lading was presented, and B's failure to take it as agreed, gave A his option to cancel the contract. Instead of B bringing suit, as he threatens, it is A who has a right to sue for difference if he had to sell the grain at a loss to dispose of it.—Lex.

*Grain Dealers Journal:* From my view point, I think "A." has filled his contract and "B." has no claim whatever against "A." Yours very truly, H. H. Hughes, Nashville, Tenn.

*Grain Dealers Journal:* It is my opinion that "B" repudiated his contract when he permitted draft in payment for the grain to go to protest. In my judgment, a sale based on demand draft, a prompt payment of that draft is as much a part of the contract as the sale price.—A. H. Bewsher, Omaha, Nebr.

*Grain Dealers Journal:* If A sells B 1,000 bus of grain with the distinct understanding that Demand Protestable Draft is to be made with B. L. attached, and B permits the draft to go to protest, in my opinion A would have the right to resell the wheat and cancel the contract with B.

The fact that B left his office and the City and failed to give proper instructions to his office force was no fault of A's. Yours very truly, Frank Kell, Wichita Falls, Tex.

*Grain Dealers Journal:* As to my opinion in the case you state, there don't seem to be any question in my judgment that B, letting the draft attached to bill-lading for car of grain, go back, has any rights in the case. A, in selling grain, carried out the regular and usual method of making draft, bill-lading attached, and he, in my opinion, had a right to conclude that B did not propose to take the grain and the return of the draft was notice to that effect. Yours truly, M. McFarlin, Des Moines, Ia.

*Grain Dealers Journal:* While we do not claim to be authority, in our judgment the refusal of a draft would cancel the sale. Common sense and judgment in our mind would be, if you sold us a thousand bushels of grain or any other commodity to be payable by sight draft or cash on delivery and we failed to comply with the terms of the contract, that our failure to comply would invalidate the contract. We have a similar case in mind at the present time and would like very much indeed to know the opinion of the different dealers on this very question. Yours truly, H. Work & Co., Ellsworth, Kan.

*Grain Dealers Journal:* In regard to the fulfilling of contract because A's draft went to protest on account of B being out of the city. If shipper draws on receiver and if when draft is presented it goes to protest by some action of the receiver then shipper has filled his part of the contract. On leaving the city B should have made arrangements for the payment of A's draft. Grain drafts as a rule are cash items and the banks are not supposed to hold them. In this case do not think B has any claim against A whatever, as A filled his part of the contract when he drew on B with Bill Lading attached.—Alvin Harbour, Oklahoma City, O. T.

*Grain Dealers Journal:* In regard to your inquiry relative to fulfillment of contract, in my opinion A has filled B's purchase and B. has no claim on account of nonfulfillment of contract. Our firm has never had any experience similar to this transaction, but if A shipped the grain to B in the regular way and made demand draft and the draft was refused and allowed to go protested. A was compelled to turn the car over to another dealer to apply on another sale or to be handled on the market, it appears to me very plain that this closes the deal as it

was certainly negligence on B's part in not having some one to represent him and look after his interests when he was out of the city. Yours very truly, P. E. Goodrich, Winchester, Ind.

### MINIATURE CLEANING MACHINE?

*Grain Dealers Journal:* We understand that a miniature cleaning machine is made for office use; and would like to know where we can buy some such apparatus.—Chas. A. Krause Grain Co., Milwaukee, Wis.

Ans: Small hand cleaning machines are sold by dealers in elevator supplies, several of whom advertise in the pages of the Journal.

### Meeting of Miami Valley Dealers.

The fall meeting of the Miami Valley and Western Ohio Grain Dealers Association was called to order in the Philips House, Dayton, Oct. 19th, by President Ed McCue.

Roll call showed 70 firms represented.

The minutes of the last general meeting were read and approved as read.

Secy. Miller after commenting on the general condition of the Assn. and the conditions prevailing within the Assn. at the present time reported the financial condition showing a balance in the treasury of \$389.82.

It was moved and seconded that the report be accepted and filed. Carried.

The Market and Membership committees reported on conditions affecting their work.

The Uniform Bill of Lading was taken up and J. W. McCord, State Secy. and Secy. of the Ohio Shippers Assn. went into the matter in detail showing what the American Shippers Assn. has been doing and reported that two of the most objectionable features of the bill have been stricken out by the railroads, namely, the "Not-Negotiable" clause and the clause requiring the signature of the shipper to the Bill of Lading, and that the American Shippers Assn. expects to get still further concessions from the railroads before the bill goes into effect.

The Arbitration Committee reported having one case on hand on which it withheld decision for a few days.

The meeting was addressed by C. H. Tingley of Columbus, T. B. Marshall of Sidney, Henry M. Allen of Troy and M. Finnell of Osborn.

A message was read from J. W. Burk of Springfield with regrets for not being able to be present on account of sickness.

The secretary reported the loss to the Association of one of the members of the Governing Board in the death of Oliver Sullivan of New Carlisle.

It was moved and seconded that the Chair appoint a Committee of 3 to draft resolutions of respect on the death of Oliver Sullivan. Carried. Chair named as this committee, T. B. Marshall, J. F. Detrick and H. M. Allen.

The handling of new corn crop was taken up and the question discussed by E. A. Grubbs of Greenville, C. H. Tingley of Columbus, J. E. Wells of Quincy and S. B. Miller of Englewood.

The Committee on resolutions reported as follows:

Whereas, The Giver of all good has seen fit to remove from our midst our esteemed co-worker, Oliver Sullivan of New Carlisle, and

Whereas, In the death of Oliver Sullivan



the Miami Valley and Western Ohio Grain Dealers Association have lost a good, faithful member and an efficient worker, and the members an honorable competitor; therefore, be it

Resolved, That this Association here assembled express to the family and friends of the deceased our hearty sympathy in their bereavement, and that a copy of these resolutions be spread upon our minutes and a copy sent to the family of the deceased.

T. B. Marshall,  
J. F. Detrick,  
H. M. Allen, Committee.

Moved and seconded that the report be accepted and the recommendation adopted. Carried.

There being nothing further to come before the meeting it was moved and seconded to adjourn. Motion prevailed.

## Shucks

Congressman Marshall of North Dakota states that for a long time millers have been secretly buying macaroni wheat, grinding it and blending the flour.

Buckwheat exports for the eight months prior to Sept. 1 amounted to 2,901 bus.; against 30,922 bus. during the corresponding period of the preceding year.

Illinois farm lands are selling at higher prices. A 240-acre farm in Edgar county recently was sold at \$165 per acre. Farms in Champaign county are selling at similar prices.

Exports of glucose for the eight months prior to Sept. 1 amounted to 96,656,073 pounds; against 105,459,618 pounds during the corresponding months of the preceding season.

The Philippine export of hemp for the eleven months prior to June 1, 1904, was 117,009 tons; compared with 117,146 tons during the corresponding part of the preceding year.

The oats crop of Ontario this year amounts to 104,500,000 bus., this single province of Canada comparing favorably with the United States, which has a crop of 888,000,000.

Philippine imports of rice for the eleven months prior to June 1, 1904, were 682,928,078 lbs.; compared with 619,346,630 lbs. for the corresponding period of the preceding season.

Exports of beans and pease for the eight months prior to Sept. 1, 1904, amounted to 129,489 bus.; against 138,469 bus. during the corresponding months of the preceding year.

The Philippine import of beans and peas for the eleven months prior to June 1, 1904, were 50,701 bus.; compared with 98,895 bus. during the corresponding period of the preceding year.

The Dept. of Agri. reported the condition of buckwheat on Oct. 1 as 88.7; compared with 83 a year ago; of flaxseed, 87.0; compared with 86; and of rice, 87.3; compared with 74.6.

Corn showed a condition of 83.9 on Oct. 1, as reported by John Hyde, chief of the Bureau of Statistics of the Dept. of Agri.; compared with 84.6 a month earlier and a 10-year average of 78.3.

An Australian has invented a roofing nail which when driven through corrugated iron roofing, adapts itself to the corrugation, making a water tight union, with no danger of the washer flattening out or getting loose.

## E. S. Woodworth Chosen President.

In choosing E. S. Woodworth as president, the Minneapolis Chamber of Commerce has honored one of its most worthy members, and one who is qualified by his

he has always taken a deep interest in the affairs of the Chamber during the 22 years of his residence at Minneapolis. The cash grain dealers of Minneapolis and the Northwest are pleased that one representing their interest will direct the policies of the Chamber.



E. S. Woodworth, Minneapolis, Minn.

long connection with the Chamber to discharge the duties of the executive office efficiently. A good portrait of Mr. Woodworth is reproduced in the engraving herewith.

Mr. Woodworth was born in La Fayette county, Wis., and at the age of 16 entered the employ of the Chicago & Northwestern Railroad as messenger boy. In this service his promotion was rapid. He learned telegraphy and became operator, cashier, assistant train dispatcher and station agent. While employed as agent at Desplaines, Ill., Mr. Woodworth found time to ship grain and feed on his own account; and this business developed so rapidly that Mr. Woodworth removed to Minneapolis, to secure the superior facilities offered by that market center.

Besides being president of the firm of E. S. Woodworth & Co., Mr. Woodworth is president of the Diamond Elevator & Milling Co., president of the Concrete Elevator Co., and vice president of the Woodworth Elevator Co. At various times Mr. Woodworth has been first and second vice-president of the Chamber of Commerce.

Mr. Woodworth is highly gratified at his election to the office of president, as

The yield of spring wheat is estimated by the Dept. of Agri. at 12.7 bus., and the average quality at 75.7; against 85.5 last year.

The Hinds-Lint Grain Co., of Kansas City, on Oct. 20 sold 40,000 bus. of Oregon wheat to go to Texas at a cost of \$1.23 delivered.

The Philippine imports of hay for the eleven months prior to June 1, 1904, were 2,617 tons, compared with 1,409 tons during the corresponding period of the preceding season.

Linseed oil cake amounting to 394,849,791 pounds was exported during the eight months prior to Sept. 1, compared with 458,738,485 pounds during the corresponding months of the preceding year.

Beans and dried pease amounting to 479,331 bus. were imported during the eight months prior to Sept. 1; compared with 552,000 bus. during the corresponding months of the preceding season.

A car of 1904 corn was received at St. Louis Oct. 20 by Daniel P. Byrne & Co., from Jameson & Baxter, Broken Arrow, I. T. The corn was graded No. 2 and was sold by Byrne & Co. at 53 cents delivered East St. Louis.



**Pointers for Shippers.**

BY LOUIS XVI.

**INDEFINITE SHIPPING ORDERS.**—There was a very interesting court decision hinging upon the use of the term "Via H. R." recently recorded in the Journal, which calls to mind quite a number of instances that have passed under my observation, in which loss or bad-feeling has resulted from the habit of hurriedly writing out shipping orders, with the use of abbreviations which mean one thing to the consignor and perhaps to the trade in general, but are liable to be misunderstood by the consignees or misinterpreted by the railroad companies. It is the best policy in all cases to write the directions in full, using only such abbreviations as are clear, such as the names of states, and even with these care must be used. I once knew a load of freight intended for Ia. to be sent to a town of the same name in La., because the I looked like an L.

\* \* \* \* \*

**ALLOWING MARKET PRICE FOR CONSIGNMENTS.**—Some receiving houses which handle consignments on commission and also buy grain themselves are said to be pursuing the very questionable practice which caused such a furore a good many years ago in connection with a widely advertised law-suit, viz., that of allowing the market price for grain consigned to them and treating it the same as tho sold on the open board; that is, sending notice of sale and account sale in the usual course and deducting the customary charges, including commission. Now, without discussing the question of whether or not this results in any net loss to the shipper, it will be clearly apparent that it is not entirely fair to him unless fully explained, and the practice is a dangerous one to be allowed to continue, as it is just as liable to be used for the benefit of unscrupulous persons as it is to be honestly carried out by those whose intentions are entirely honorable. How to break it up, however, is a problem.

\* \* \* \* \*

**TRANSFERRING INSURES QUICKER RETURNS.**—At some terminals, extensive sales are made to be forwarded to another market for unloading, and this usually results in greatly delayed returns to the shipper; yet there is one way in which such delays can be obviated, and that is by having transfer made thru an elevator, the weights taken and account sale rendered at once. If you find from the freight bills returned to you that your shipments are not to be unloaded at the point to which they were originally billed, it will be proper to take the matter up with your commission merchant and have the above plan followed *whenever practicable*. This will also be more or less of a guard against shortage, particularly where the grain goes forward to another point at which the weighing system is defective or not subject to official supervision. It is not always possible to make the arrangement indicated, and iron-clad instructions in regard to it may prevent your commission house from making some very profitable sales for you, but when it can be done it will be decidedly to your advantage.

\* \* \* \* \*

**DISPOSITION OF DISCOUNTED GRAIN.**—Of late years it has become a common practice, on the part of those who sell their grain outright to terminal elevator com-

panies, to order cars that are refused turned over to some brokerage firm for sale, instead of making an allowance or accepting the discount offered by the original consignees. Usually instructions are given in advance to make such disposition of the grain if it is not accepted on contract. This plan has much in its favor; but there is one thing connected with it which often works unjustly to the detriment of the shipper, and that is where car service charges accrue in consequence of delay by the consignees to pass upon the samples taken from the car or to deliver the car to the commission merchant promptly upon its rejection. This is a matter which can be easily looked into. The inspection certificate will show the date on which the car arrived and was first sampled, and by comparing this with the date on which the commission house reported its delivery to them, the exact extent of any delay can be ascertained. Payment of demurrage is frequent enough without shippers being called upon to stand for charges that are incurred through the fault of someone else.

\* \* \* \* \*

**CARLOADERS.**—The use of carloaders is something which cannot be too highly

commended, and, while there is no particular make I care to "tout" for, I would urge their purchase upon all dealers who do not now have them. In the matter of even loading, alone, they will save their cost many times over in the course of a season, on account of the allowances and discounts which will be avoided. One tendency, however, which their use has been largely instrumental in bringing about, is that of loading cars almost to the roof. These cannot be properly sampled, and their acceptance on contract is always uncertain until they have been partly unloaded, when the seller is placed at a decided disadvantage and is sometimes compelled to settle on about such terms as the buyer chooses to dictate. It is not necessary to amplify this to show my idea. It is difficult to get cars perfectly even and uniform in quality at all times, and, although carloaders are a great help in that direction, as stated above, they cannot be expected to perform too much. Unless you are compelled to load cars very high, in order to get your stuff out, it is a very bad scheme to do so.

Sweep up the dust and diminish the fire hazard.



Elevator of J. H. Parrish & Son, Homer, Ill., in Process of Construction.  
(See Following Page for Description.)

## New Elevators at Homer, Ill.

Homer, Ill., has two new elevators, both constructed recently by the Burrell Engineering and Construction Co., one for J. M. Current, the other for J. H. Parrish & Son.

In the fotograf reproduced herewith is shown the new elevator of J. H. Parrish & Son in course of construction. In the background may be seen another elevator, which hides the elevator which was in course of construction at the same time for J. M. Current.

Both of these elevators are of crib construction and each has a capacity of 40,000 bushels. Each contains two stands of elevators and is equipped with up-to-date facilities.

The elevator of Parrish & Son has 9 hopper-bottom bins and two receiving sinks in the driveway. Unlike many country elevators, this house is equipped with a car puller so that cars can be moved easily and quickly, without tipping

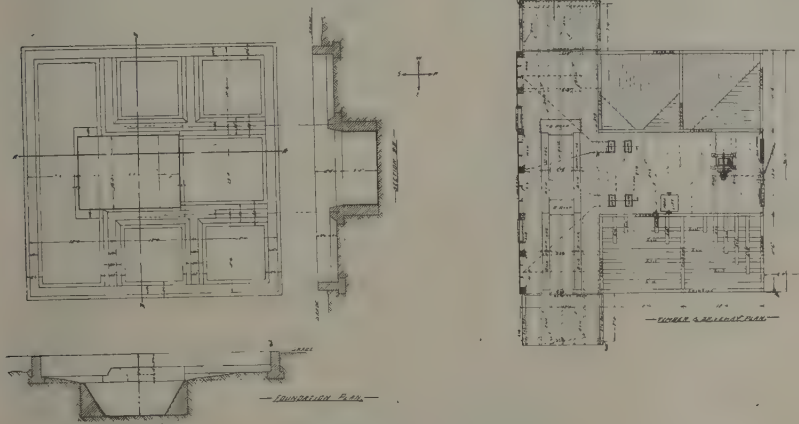
engineer of the local freight. The house is propelled by power which is transmitted from the old elevator by ropes. The same means of transmitting power to the cupola is also used.

A suction fan in the cupola takes dust from both elevator heads and draws it to a dust-house outside the elevator. Under this dust-house is a driveway, so that the contents of the dust-house can readily be dropped into a wagon. A loading spout which is given sufficient incline to load the largest cars without shoveling is made of 8-inch well casing and carries the grain from the 600-bushel hopper scale to the flexible spout outside the building.

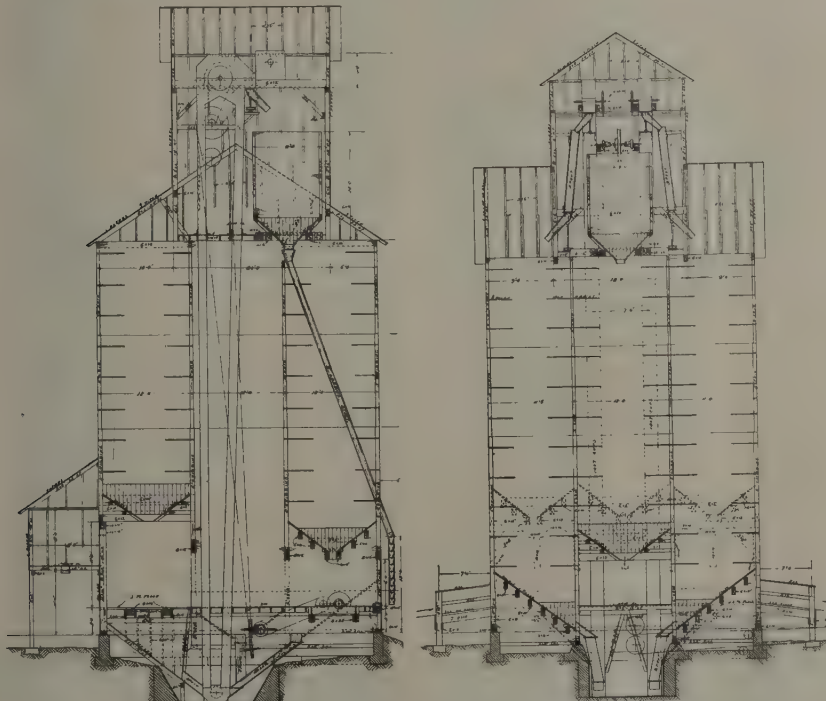
The house is well arranged and should prove very easy to operate.

Argentine wheat exports are four times as heavy as a year ago.

The oats price is feeling the weight of big visible supply.



Foundation and Driveway.



Cross Section.

Longitudinal Section.

Plans of J. H. Parrish & Son's Elevator at Homer, Ill.

## The Clover Seed Crop.

C. A. King & Co. have issued the following summary of the clover seed crop:

World's crop this year is very short.

United States has smallest crop in late years.

Ohio is generally the largest clover seed producer. Indiana is a close second and occasionally leads. They trot in pairs, being subject to similar crop influences. Both have very short crop this season. It is almost a failure in some of the large seed-producing counties. A few of the smaller counties had more than an average yield of mammoth. Weather has been unfavorable and the crop of medium disappointing. Ohio last year raised 335,000 bus., about an average yield. Two years ago they had 421,000 bus. Largest crop was 1,032,000 bus. in 1897, followed by the smallest in 1898, which was only 90,000 bushels. Indiana has not reported officially on the 1903 crop. Their 1902 crop was 382,000 bus. In 1897 they had 810,000 bus.

Michigan is a very irregular producer. They have a very small crop again this season. It is almost a failure in many counties. Their official figures for 1903 are expected to be around 50,000 bus. Their 1902 crop was only 58,000 bus., but they raised 366,000 in 1901. They had 414,000 in 1897, but only 35,000 in 1896.

Illinois has been a small producer in late years. They have another short crop, but some sections have a trifle more than last year, when they had only 38,000 bus., their smallest crop. Their largest crop was 193,000 in 1897. In 1902 and 1901 they had only 47,000 bus.

Missouri is a small producer. They have less than an average this season. Their crop last year was 63,000 bus. Census report made their 1899 crop 59,000 bus., and 94,000 in 1889. A normal crop there is between 60,000 and 100,000 bus. It is generally less than enough for their own sowing, although a few counties occasionally export some.

Wisconsin has small crop but more than last year, when they had nearly a complete failure. They have a fair amount of mammoth of good quality this season, but the medium is only fair in some sections. They had 339,000 in 1898, but 212,000 in 1897. They had only 43,000 in 1900 and about that rate since.

Iowa has a very short crop. The winter was very severe and acreage small. Reports indicate that it is much below the average of recent years. The official estimate will be issued in December. Their largest crop was 219,000 in 1889. They had 105,000 in 1897, but only 15,000 in 1899.

Kentucky has short crop, about three-quarters of an average. Their state reports bunch all the grass seeds but say it is nearly all clover. Their grass seeds were estimated at 191,000 bus. in 1903.

Maryland has good crop but is not a clover seed producer.

Wisconsin rye won first prize at the St. Louis Fair.

A grain elevator will be erected at San Juan Bautista, Mexico, by the Tabasco Plantation Co.

Failure of crops in the Goteborg-Bohus province of Sweden has caused a famine affecting 320,000 persons.

The late ex-Provost Hutchison, grain dealer and maltster at Kirkaldy, Scotland, left an estate valued at \$500,000.



## Fall Business Meeting of Ohio Grain Dealers Association.

Pres. C. H. Tingley, pres. of the Ohio Assn., called the meeting to order in the long hall of the Great Southern Hotel, Columbus, at 10:50 a. m. today, and said:

I wish to welcome you to the fall meeting and to the capital city. We wish you to be the guests of the Columbus dealers at dinner today, without price or money.

Sometimes we hear a dealer say, I do not get any good out of our assn., hence I will drop out. Too many of the dealers are not content unless a dollar drops into his pocket every time his watch ticks. If you will set out this meeting today you will be convinced that it is a good thing. Mr. McCord's report of what is being done in shipping matters is of itself worth a lifetime's dues in the Assn. Affiliation of the different assns. brings you in contact with the American Shippers Assn., the Ohio Shippers Assn., the Grain Dealers Nat'l Assn., and other organizations working in your interest.

The reading of the minutes of the preceding meeting was dispensed with and Secy. J. W. McCord read the following report of the Secy.-Treas.:

### Report of Secretary-Treasurer.

The number of regular members June 30, 1904, was 60. Since that meeting we have had one accession, Morrison-Thompson Co., of Kokomo, Ind., operating a line of elevators on the Clover Leaf R. R. in Ohio, making a total of 61.

The affiliated membership stands unchanged from last report: Miami Valley-Western Ohio, 123; Middle Ohio, 72; Ohio Millers & Grain Dealers' Assn., 37. Total, 293.

The arrearages in dues of about 35 members reported at last meeting have no doubt been paid up, and will be reported to the State Assn. by Nov. 1st, 35. Total membership, 328.

### Condition of Treasury.

Receipts: Balance on hand July 1, 1904, \$29.74; balance from arbitration committee account, \$2.00; membership State Assn., \$5.00; dues from members State Assn., \$77.00; affiliation dues from Western Ohio Assn., \$17.50. Total receipts, \$141.24.

Disbursements: Expense of telegrams, expressage, attendance on local meetings, printing and stationery, postage, stenographer and clerical work, \$32.19. Balance on hand Nov. 22, 1904, \$59.05.

The cost of printing (and postage) of the proceedings of the 1904 annual meeting, including the separate pamphlet containing Mr. England's paper, was \$102.50, which was paid for by the Ohio Grain Dealers' Mutual Fire Ins. Assn. for its advertisement and matter included in book of proceedings, \$60.00; from other outside sources, \$42.50—\$102.50.

The affiliation dues from the State to the National Assn. for the period of six months, June 1, 1904, to January 1, 1905, are now due and unpaid. Our Affiliated Associations will, no doubt, report with their share early in November. The greater portion of the funds now in our treasury will be needed to pay affiliation dues to the National Association for our regular members, and some affiliated members who have paid in advance. From this statement you will observe that our finances are not in very good shape. We hope, however, that the members, regular and affiliated, will respond promptly to our recent call for dues and place our treasury in shape to meet our obligations.

### Ohio Shippers' Association.

At our annual meeting at Put-In-Bay, June 30th, we voted to affiliate with the Ohio Shippers' Assn. on basis of their terms for affiliated bodies, \$1.00 membership fee, and \$1.00 per year for annual dues. This matter has been left with the officers of our affiliated assns. to consummate. Up to this date only 40 affiliated members and one regular member have responded.

The literature placed in your hands by the Ohio Shippers' Assn. has informed you of the scope of its work and further com-

ment is unnecessary, except to say that the concessions made by the Carriers to Shippers, under the "Gentlemen's Agreement," also on the Uniform Bill of Lading matter, are worth more to Grain Shippers alone than all the money expended by that Assn. up to date.

We trust that our entire membership will embrace the opportunity to aid in the work, by giving it their moral and financial support.

Secy. McCord also reported that a number had paid their dues today, and about ten new members were secured.

The Secy's report was accepted.

Pres. Tingley: All of us know how frequently our just claims are turned down by the railroads, and by getting prompter attention we believe more wud be paid. We might do this thru a claim bureau. When I was a small boy down East I remember that on cold winter nights, it was very convenient to let a particularly obstreperous claim get into the stove and we wud have to report them lost. I will call upon Mr. Seeds.

E. W. Seeds: Sometime ago I was notified by a railroad company entering this city that the papers had been turned over to the C. H. & D. and inasmuch as that road was somewhat slow it might be well for me to poke it up. I looked up the record and found that the first road had held the claim over three years, hence I concluded it had no claims to promptness. I believe that all claims of our members shud be filed with our Secy. so that he cud keep track of the slow settlers. Then, too, he shud keep all the original documents and send copies only to the railroads. This wud prevent the original papers falling into the stove. I wish to move the following resolution:

Whereas, the handling and settlement, or rejection of claims made on Railroads, Transportation Lines, Telegraph Companies, Corporations, Firms or Individuals, by members of this Association has proven unsatisfactory,

Resolved, 1st, That we deem it expedient at this time to establish a Claim Bureau within this Association, to which any person or firm (members of this Association or its affiliated bodies) may refer for collection or adjustment all or any part of the claims they may now have, or hereafter make against Railroads, Transportation Lines, Telegraph Companies, Corporations, Firms or Individuals.

2nd, Resolved that we hereby order the immediate establishment of said Bureau, and recommend that the By-Laws of this Association be amended in regular form, to provide for the appointment of a Committee consisting of three members of this Association, whose duty shall be to establish, manage and control said Bureau and to formulate rules for its government.

3rd, Resolved that the cost of maintenance of said Bureau shall be provided for by assessing two-thirds of the expense of the Bureau on the claims handled, and one-third from the funds of the Association. The plan of assessment on claims presented to be worked out in detail in an equitable manner by the Committee.

H. S. Grimes: I second the motion, and wish to support its adoption. However, I believe it wud facilitate matters for members to file all claims thru this bureau and never file directly with the railroad. I believe the railroads wud be glad to assist the bureau, for I am satisfied it wud reduce their work and facilitate the work of settling the claims.

Secy. McCord: The railroads claim that few shippers know how to prepare the papers, hence will be glad to assist and encourage the work of such a bureau. At first it was our idea that we shud

confine the work of the bureau to the settlement of claims against transportation, telephone and telegraph companies; afterwards it was decided to add corporations, firms and individuals outside our assn.

At the Dayton meeting last week Mr. Tanner told of buying three cars of wheat from a Kansas City firm. One car came promptly, the market went up and the other two cars cud not be secured until the Pres. of his assn. wrote to the seller on assn. paper. Then the wheat came forward quickly. All of the details can not be settled by this meeting, but the plan is subject to the approval of the directors.

The motion was carried unanimously.

E. W. Seeds offered the following amendment to the Constitution and By-Laws:

Offered in regular meeting of the Association assembled this, the 25th day of October, 1904.

Section 1 of Article 3 is hereby amended by adding to, and continuing said Section, the following words:

"They shall also appoint a Committee of three members from the Association, who shall constitute a 'Claim Bureau Committee.'"

"Said Committee shall have the power to formulate rules (subject to approval of the Governing Board) for the government and operation of said bureau, and shall control and manage the same."

"The Committee appointed at this meeting shall serve until the next regular meeting, at which meeting, and annually thereafter, their successors shall be appointed."

Pres. Tingley: The time has come when we shud do something to secure better crop reports, to supplement or improve the Government's crop reports. I believe suggestions from us wud be welcome at Washington.

H. S. Grimes: I know that today that the Government reports are 500 to 1,000 times better than five years ago. Today the bureau has 42 traveling experts; five years ago it had but four. As your president says, too many farmers are still supplying crop reports. He is biased by his immediate surroundings and always a bull because he likes to work us for high prices. At present the Government is supplied with reports thru the State Board of Agriculture.

H. W. Robinson: So many of the present crop reporters are prejudiced that I am confident much better reports wud be secured by obtaining reports from eltr. operators.

E. W. Seeds: I move that the Secy. and Pres. make up a list of eltr. men in different sections of the state and send to Secy. Miller of the State Board of Agriculture with the recommendation that they be called upon to make reports. Carried.

Pres. Tingley: It has been thot advisable for the assn. to make an effort to assist the State Experiment Station in circulating information regarding the improvement of seed grain. I believe it wud be well to have experts from the state experiment station lecture to us at our annual meetings so we can carry the information to the farmers or circulate the literature.

C. B. Jenkins: At the request of the State Board of Agriculture I am now preparing a list of millers of the state, to recommend for crop reporters. If any of you can remember when you started to clean seed wheat you can also remember a marked improvement in the quality and the quantity of wheat grown. If you will help the farmers in their institutes you will help yourselves and break down their suspicion of you.

Moved that we proceed to distribute literature on the improvement of seed grain immediately. Seconded and carried.

Secy. McCord: If you will keep telling the farmers that if they will get more money for their grain if they will grow better grain and put it in better condition they will heed your literature.

Secy. McCord read letters from D. W. McMillan, E. A. Grubbs and Clutter & Long.

Secy. McCord reported that up to date the Ohio Grain Dealers Ins. Assn. had only suffered two losses aggregating \$1,500 so far this year. This is truly a remarkable record.

Adjourned to 1:30 p. m.

## Afternoon Session.

After everyone had thoroly enjoyed a sumptuous repast, all again assembled in the long hall and Pres. Tingley rapped vigorously for order at exactly 1:30 + one hour.

The scoop shovel man was taken up, kicked out of his office and combed down.

Ira Comstock: The scooper is a hard difficulty. I think we shud take him into the assn. It is hard to induce the railroads to refuse them cars. We shud take them in even if we have to pay their dues. Get them to join us.

E. F. Lienhard: I am also in favor of taking the scoopers into the assn. Get them to maintain reasonable prices and the farmers will not sell them and shovel into cars. I think it very easy to do away with the scooper. If the track buyers will refuse to buy from the scoopers unless they join the assn. the scoopers will have to join us.

L. W. Dewey: I doubt very much if you can ever get scoopers to join an assn. of elevator men.

W. A. Morgan: In Pittsburg we have some buyers not identified with the Exchange. Members of our Exchange do not wish to encourage scooper shipments. We do not want it, but we believe we can not help you by turning down shipments and letting the grain spoil. However, you must bear in mind that the business of the central markets is dwindling principally because the Western shippers are going around the receivers and brokers and selling direct to the interior consumers and dealers. Do not follow your shipments with postal card offers to our customers of grain at 1/2 cent a bus. less.

R. B. Clark: We are heartily in sympathy with the regular dealers and scratch the scoopers off our list soon as we learn of them.

J. A. A. Geidel: We are heartily in sympathy with you and not with the scooper. We have recently returned billing and refused shipments which later were handled by other receivers in our city. Today I bid for grain here and was informed that I was too low, that a higher price was offered in our territory. I told him that he was selling to our customers and accepting our money in payment.

C. G. Watkins: I think the best way to get free of the scooper is to notify the buyer of his character and the buyer who is guarding his own business interest will cut him off. He has no property, no standing and is irresponsible. Work in connection with the receivers thru your local assn. Keep the receivers posted, we do not want his shipments.

Fred Mayer: The presence of the Toledo delegation at all your meetings shows our sympathy with you and your work.

We think the man with an elevator is entitled to recognition, but we have no regard for the scooper and will not handle his business.

Mr. Powers: If the railroads will do away with the listing of every single car shipper and supplying these lists to receivers, the evil will be checked.

Secy. McCord addressed the meeting on the new Uniform Bill of Lading. There is no trouble regarding bills of lad-

pay \$1. Shud you desire an individual membership it will cost you \$5. It is to the interest of your business to help along this work. You can not afford to stand out.

Pres. Tingley: Unless it is contrary to the wishes of the meeting, I will ask Mr. Seeds and Mr. McAlister to pass the hat to collect funds to pay the Grain Dealers Assn. assessment of \$25 to the American Shippers Assn.



Great Southern Hotel, Columbus, O., Where Fall Meeting of Ohio Grain Dealers' Assn. Was Held Oct. 25, 1904.

ing' except in official classification territory. The new bill is a form of contract which has grown out of old forms. The new bill was for the purpose of escaping liability or charging 20 per cent higher rates. The "Not Negotiable" feature has been waived by the carriers and few if any are trying to force it on shippers and some have recalled the bills issued. Hence it is not necessary for you to accept the new bill unless you so wish.

Carriers have waived the signature requirement, altho they have left a place for you to sign. Do not sign it under any circumstances. If you do, you sign away your right to sue for your property if carriers burn it.

All Ohio carriers have determined to omit the "Not Negotiable" feature. The L. S. & M. S., the Big Four and others have refused to send out or use the objectionable bill. Hence it seems probable they will not put it into force on Jan. 1, 1905, as intended.

The Ohio Shippers Assn., the American Shippers Assn., and others, are working to have adopted a form even more equitable than the old bill, which has several very unfair sections. We want a clean cut bill that is fair to both parties to the contract and in compliance with the laws.

The carriers wud be very glad to drop the whole question, if we wud agree.

Pres. Tingley: The work done has been accomplished with a very low cost, but we cud not have accomplished it at ten times the cost. The American Shippers Assn. has assessed the Ohio Shippers Assn. \$25 and the Ohio Grain Dealers Assn \$25.

C. B. Jenkins: In order that you cud help bear the expense your assn. affiliated with the Ohio Shippers Assn. you must

Forty-five dollars and six cents were collected and turned over to the Treasurer.

A poll of the local assns. showed that the N.-W. Ohio Grain Dealers & Millers Assn. had the greatest percentage of its membership in attendance and carried the trophy cup home with the bloody badges.

H. W. Robinson: Inasmuch as the members of our assn. must leave soon to catch our train home, I wish to tell you we all enjoy our assn. work, and I hope that when we come to the next meeting you will have some new assns.

E. W. Seeds: Now is the time to strike for the kind of a contract we want, and I believe it wud be well to make a recommendation to the American Shippers Assn. for the elimination of the one remaining objectionable clause. I wish to present the following resolution:

Resolved, That we protest against the note with reference to the common liability of common carriers in the proposed new uniform B-L and insist on its elimination therefrom.

Resolved, That we demand a straight plain contract which shall fully protect the shipper and receiver as well as the carrier.

Pres. Tingley: I wish to suggest that we thank the Assn. for the good work already done.

The amendment was accepted and the resolution adopted.

H. W. Robinson: I wish to move that we tender a vote of thanks to the Columbus dealers for their cordial entertainment here today. Seconded and put by Mr. Robinson; carried.

C. B. Jenkins: I move that a vote of sympathy be extended to our fellow member, E. A. Grubbs, who has always attended heretofore, but who is now detained at home by the serious illness of his wife. Carried unanimously.



L. W. Dewey: Some of the trunk lines refuse their cars to be used for shipments over other lines, which often causes shippers inconvenience and expense. I move that the matter be referred to the Ohio Shippers Assn. Seconded and carried.

J. W. McCord: I move that this assn. convey to the family of Oliver Sullivan, recently deceased, the sympathy and condolence of this assn. Carried.

Fred Mayer: The firm of J. F. Zahn & Co., of which I am a member, has a difference with Dewey Bros. & Co. I have all the papers with me and I wish to arbitrate it before your Arbitration Comite.

Secy. McCord: The firm of J. F. Zahn & Co. is an affiliated from the National Assn. and is entitled to arbitration before our comite. If either is not satisfied with the decision the case may be appealed to the Arbitration Comite of the National Assn.

J. S. Dewey: The case is now in the courts, hence can not be arbitrated. We offered to arbitrate before but they refused. Now we refuse to arbitrate.

Fred Mayer: We have not refused to arbitrate, and if they do, I think they shud be expelled from the assn.

Secy. McCord: I doubt if anyone wud be able to pass upon that point without first examining carefully our by-laws in connection with the by-laws of the National Assn.

Meeting then adjourned.

#### CONVENTION NOTES.

An excellent meeting. A good attendance and much new practical work planned.

Dinner tickets for 140 were issued.

Everyone ate, and ate until—well, until they touched the table two feet away. This was as per Tingley's suggestion. He touched it before he began.

C. N. Adlard of Piqua was detained at home by a severe attack of pneumonia—the result of too much automobiling.

The oyster cocktail was too much for Comstock. It made Ira loquacious.

Boston was represented by A. S. Heathfield.

Columbus dealers in attendance were C. H. and A. S. Tingley, J. W. McCord, E. W. Seeds, J. P. McAlister, A. Felty, Wm. McKnight, R. F. Miller, E. R. Woodrow, C. E. Switzer.

Cincinnati was represented by H. H. Hill of The Metzger-Hill Co.

Baltimore's sole representative—R. B. Clark.

Cleveland was represented by C. G. Clark of the Union Eltr. Co., H. M. Strauss, C. S. Watkins, F. Abel.

The Ohio Grain Dealers Mutual Fire Ins. Assn. was represented by C. O. Peters.

Toledo was represented by E. H. Culver, chief inspector; W. W. Cummings, with J. J. Coon; J. M. Coup, with W. A. Rundell & Co.; Fred Mayer, of J. F. Zahn & Co.; H. L. Goemann.

Pittsburg was represented by Philip Geidel of Geidel & Dickson; J. A. A. Geidel, of Geidel & Co.; R. Thorne, of Keil & Thorne; H. G. Morgan, of H. G. Morgan & Co.

The only machinery man present—A. S. Garman, representing the Huntley Mfg. Co.

Among the shippers present were E. W. Armstrong, Monroeville; T. W. Baum, Duvall; J. Biebricher, Bellevue; H. O. Barnhouse, Raymond; J. P. Barnhouse, Morrall; M. J. Baker,

Monroeville; C. P. Bauman, Canal Winchester; E. Browne, Morrall; E. V. Barr, Stoutsville; G. M. Benfer, Clyde; E. C. Bear, Hicksville; J. S. Comstock, Clyde; O. P. Cheney, Canal Winchester; C. G. Campbell, Atlanta; R. K. Coddington, Middletown; M. F. Crissman, Manchester; R. G. Calbert, Selma; G. R. Cure, Circleville; B. Cain, Outville; E. G. Crann, Tiffin; L. W. Dewey and J. S. Dewey, Blanchester; H. A. Dillon, North Lewisburg; J. M. DeWeese, Montezuma; R. A. Deeds, Lancaster; E. C. Eikenberry, Camden; J. I. Friedley, Attica; A. F. Frese, Graytown; H. A. Frease, Stoutsville; H. S. Grimes, Portsmouth; G. Schaeffer, Dayton; J. M. Garrison, Xenia; J. P. Gundy, Carroll; H. Hall, Plain City; F. P. Hastings, Cedarville; Wes Hardman, Cable; F. C. Hornung, Gibsonburg; F. S. Handy, Elmwood; H. S. Haffner, Circleville; H. H. Hodge, Catawba; A. Howard, Milford Centre; C. B. Jenkins, Marion; W. Jones, Mt. Sterling; W. H. Johnston, LaRue; J. N. Johnson, Baltimore; C. C. Johnston, Huntsville; F. A. Jenkins, Norwalk; H. W. Kress, Middletown; T. S. Kile, Kileville; G. W. Lamb, Hooker; O. P. Lennox, Richwood; C. H. Lindner, Bucyrus; W. E. Lewis, Sabina; E. F. Lienhard, Bellevue; G. Leggate, Westville; F. E. Langdon, Wilmington; O. W. Linkhart, Port Williams; J. E. Leas, W. Manchester; Ed. McCue and wife, Pittsburg; J. H. Motz, Brice; M. W. Miller, Piqua; N. H. Miller, Pleasantville; J. E. Murbach, Elyria; J. G. Mills, Cardington; T. Ochs, Kenton; C. K. Patterson, Piketon; C. N. Pfaffenbach, Elmore; E. A. Powers, Genoa; J. E. Pierson, Condit; J. C. Palmer, Ashland; G. N. Perrill, Bowersville; S. A. Pool, McComb; H. W. Robinson, Green Springs; C. Rhonemus, Reesville; W. H. Riddle, Sedalia; G. A. Ruce, Wapakoneta; W. J. Robb, Lewiston; J. T. Robinson, Swanders; W. R. Starrett, Cedarville; O. Snyder, Fremont City; W. S. Snyder, Carey; R. G. Stull, Fremont; G. W. Stewart, Galion; M. A. Silver, W. Jefferson; C. Shuler, Hancock; Geo. S. Schaeffer, Dayton; F. W. Talbott and daughter, Crestline; G. E. Turner, Bremen; E. M. True, Port Clinton; R. M. Taylor, Crestline; F. Tanner, Mansfield; R. H. Watson, Old Fort; Jo Wolcott, Conover; J. Wren, Dunquat; S. D. Wyatt, Prospect; J. W. Yeazell, New Moorefield.

Every purchaser of a cheaply built, low grade engine this season is (unless he has purchased something utterly worthless) a first class prospect for a first class engine next season; for by then he knows his needs.—Gas Power.

An educational car has been fitted up by F. B. Fogg, industrial agent of the Missouri Pacific, with a varied exhibit of agricultural and mineral products, to instruct farmers in the best methods of growing grain and raising stock. It is proposed to stop the car one day at each county seat, its arrival having been advertised to the farmers in advance.

Exports of rice for eight months prior to June 1, 1904, were 2,552,049 pounds; compared with 449,472 pounds for the corresponding part of the preceding year. The export of rice, bran, meal and polish for the eight months prior to June 1, 1904, was 10,818,648 pounds; compared with 5,396,450 pounds for the corresponding part of the preceding year.

## Seeds

The Pacific Seed Co. has been incorporated at Portland, Ore.

Hayesville, Ia., Oct. 19.—Timothy seed light and no clover.—A. Bryant.

Eldorado, O., Oct. 18.—Clover was short crop and of poor quality.—Chris Lohse.

D. M. Ferry & Co.'s seed house at Detroit, Mich., was badly damaged Oct. 10 by fire.

N. Wertheimer & Sons, dealers in seeds and wool at Ligonier, Ind., recently suffered small loss by fire.

The Texas Alfalfa Growers Assn. held a meeting at Waco Oct. 10, and elected R. E. Smith of Sherman, Tex., president.

The Nebraska Seed Co. has been formed at Omaha, Neb., by Henry G. von Windheim and Emma von Windheim. The capital stock is \$50,000.

The Philippine imports of clover seed for the eleven months prior to June 1, were none; compared with 120 lbs. for the corresponding period of the preceding season.

Flaxseed amounting to 25,714 bus. was exported during the eight months prior to Sept. 1, 1904; against 853,244 bus. during the corresponding months of the preceding year.

D. I. Bushnell & Co., of St. Louis, Mo., have registered the word "Banner" as a trade mark for clover seed, as shown in the engraving on page 470, this number of the Journal.

The D. Landreth Seed Co. has been incorporated at Camden, N. J., with \$200,000 capital stock, by Burnet Landreth, B. Landreth, Jr., and S. Phillips Landreth, all of Bristol, Pa.

A car of clover seed, said to be the largest ever shipped, was unloaded Oct. 21 at Toledo, O., by J. F. Zahn & Co. The car contained 410 bags, or 1,074 bus., and was valued at about \$7,000.

The Philippine import of all seeds other than cotton, flax or timothy for the eleven months prior to June, 1904, were 201,081 lbs.; compared with 241,381 lbs. for the corresponding part of the preceding year.

Philippine imports of flax and timothy seed for the eleven months prior to June 1, 1904, were 550 lbs.; compared with 5,819 lbs. during the corresponding period of the preceding season, as reported by the war department.

Clover seed amounting to 3,724,398 lbs. was exported during the eight months prior to Sept. 1, against 9,439,617 lbs. during the corresponding period of the preceding year, as reported by O. P. Austin, chief of the Bureau of Statistics.

Clover seed receipts at Toledo, O., for the season ending Oct. 22, were 29,800 bags, compared with 47,500 bags for the corresponding season a year ago. Shipments for the season have been 9,800 bags, as compared with 6,200 bags of last year. Receipts for the week have been 7,820 bags, against 10,120 bags a years ago, and the shipments were 1,460 bags, against 800 bags a year ago.

Timothy seed amounting to 6,880,333 pounds was exported during the eight months prior to Sept. 1, 1904; against

11,697,234 pounds during the corresponding months of the preceding year.

Seeds other than clover, flaxseed and timothy to the value of \$115,172 were exported during the eight months prior to Sept. 1, 1904, against \$105,977 worth during the corresponding months of the preceding year.

London Corn Circular of Oct. 10: English red clovers are coming out much more freely than usual, and growers are coming down gradually to buyers' ideas. Russian, Austrian and Alsatian prices are no easier, but the French are accepting the position and "parting." Americans, as usual, are rising and falling daily, and patience may soon make a diversion in favor of the United Kingdom buyers, if the Germans do not spoil the situation.

When making shipments of seed to this market, interior dealers should use only desirable and merchantable bags. It is for their interest to do so. Some bags are not suitable or safe to ship seed in. Do not use "any old kind of a bag" simply because it's a bag. More uniformity should be used. Bags other than kinds specified will be priced as to their relative value for seed uses only. Bags torn, dirty, marked or otherwise disfigured will have value placed upon by the Seed Inspector.—Toledo Market Report.

Prices of clover seed continue to fluctuate with the speculative demand. They will for several months. Market is sensitive, as trade is not large. Foreigners would like to see lower prices. Most large dealers like to keep prices down while receipts are the largest. October receipts here will be about half as much as year ago. High price has caused many to rush their seed forward. A little is going for export on old orders. Some bulls think we have no surplus. It certainly is a very small one.—C. A. King & Co.

Seed receipts at Chicago for the week ending Oct. 22 were 2,245,600 pounds of timothy seed, 279,989 pounds of clover seed, 477,190 pounds of other seeds and 36,200 bus. of flaxseed; compared with 1,857,995 pounds of timothy seed, 313,430 pounds of clover seed, 383,625 pounds of other seeds, and 50,405 bus. of flaxseed for the corresponding week a year ago. Shipments for the week have been 500,020 pounds of timothy seed, 157,370 pounds of clover seed, 605,964 pounds of other seeds and 1,007 bus. of flaxseed, compared with shipments of 545,200 pounds of timothy, 325,715 pounds of clover seed, 352,561 pounds of other seeds, and 16,745 bus. of flaxseed for the corresponding week of the last year.

Philippine imports of breadstuffs for the 11 months prior to June 1, 1904, as reported by the bureaus of insular affairs of the War Dept. included 84,834 bus. of wheat, corn, oats and barley, and 194,955 barrels of wheat flour; compared with 15,594 bus. grain and 171,309 barrels of flour during the corresponding months of 1902-3.

Bucket shops continue spreading. New York Stock and Cotton Exchanges have arranged with the telegraph companies to prevent the shops securing continuous quotations. We hope it is so. It does not seem to have gone into effect, judging from the way the bucket shops are spreading. They are more numerous than for several years, and also find numerous suckers, who bet more on stocks than grain.—C. A. King & Co.

## Success of a Co-operative Company.

As we have pointed out repeatedly in these columns, the successful operation of a grain elevator depends upon a quality of gray matter which cannot be secured for \$40 or \$50 a month, and those who organize co-operative companies must either supply the needed business acumen or hire it. The business will not attain success without it. As additional evidence of this fact we are able to quote the experiences of the Farmers Co-operative

In order to relieve him from the encumbrance of the past losses, \$2000 was borrowed and the business again placed on its feet. The new manager seemed to be doing a flourishing business and for nine months the auditing comite reported his accounts "O. K." Finally, early in September, Mr. Higbee departed for parts unknown, and the elevator was found to be empty, altho several thousand bushels of grain had been received for storage. Another auditing comite was appointed and after due investigation reported a shortage of \$7900, with checks amounting



Farmers' Co-operative Elevator at Gretna, Nebr.

Assn., of Gretna, Nebr., which at the behest of an agitator by the name of Vincent, was organized by the farmers about Gretna in the winter of 1902-03.

This agitator presented such a glowing picture of the enormous profit to be derived from the grain business that most of the farmers were anxious immediately to desert their farms and go into the grain business. However, as the rules of the organization permitted each to own only a small block of stock, eighty-three subscribed for stock in the Gretna Co-operative Shipping Association, M. J. Gillespie, Pres; Ed. Bottorff Secy; Jacob Ehlers, Treas.

About \$4000 was subscribed, and, pending the erection of a modern up-to-date elevator, a track house was constructed and shipments begun late in March '03, P. J. Langdon being engaged to act as manager. A few cars were shipped. Some failed to grade because they heated in transit and finally it was decided to abandon shipments until the elevator was completed. The total losses by these early experiments did not amount to more than \$200.

Finally, the elevator which is illustrated herewith was completed and a new manager employed with the hope of a more profitable business. Mr. Claus Ehlers, the new manager, succeeded in moving the business along satisfactorily for some five months, but the profits from his management were not satisfactory. In fact they were a minus quantity. Consequently, he was dismissed and Mr. O. C. Higbee, an experienced buyer, was installed as manager.

to several thousand dollars still outstanding.

So far all efforts to assess the stockholders the 200 per cent needed to place the business back on its feet has been without avail. In fact a number of the members have refused absolutely to contribute one penny. After an absence of several weeks Mr. Higbee returned and surrendered to the authorities. He is willing to stand trial, but the company seems unable to get ready to prosecute.

It is alleged that Mr. Higbee lost the money by speculating in grain and the stockholders hope to recover their losses from the Board of Trade. That will be easy, and in the end they will be out several times their present loss. Farmers who left grain or money with the assn., are still holding their checks waiting for settlement.

In the meantime the two regular elevators at the station are now doing a good business, thankful that the farmers have had a full share of experience in the grain business and will now be ready to confine their efforts to the business which they understand, that of farming.

Fifty teams are said to be employed near Bowbells, N. D., smuggling Canadian wheat across the border.

Preliminary returns to the Dept. of Agri. indicate an oat crop of about 883,500,000 bus. or an average of 32.1 bus. per acre; compared with 28.4 as finally estimated in 1903, 34.5 in 1902, and a ten-year average of 28.2.



# Grain Trade News

## ARKANSAS.

Mansfield, Ark.—The Mansfield Roller Mill Co. incorporated, \$20,000 capital stock. Incorporators: F. M. Bottoms, J. W. Harper, W. B. Sexton, W. L. Seamon, A. T. Booth, T. J. Corrigan, J. F. Grover, A. W. Self, J. L. Brown and J. M. Marshall.

## CALIFORNIA.

Los Angeles, Cal.—Los Angeles Hay Storage Co.'s storehouse with about 1,500 tons of hay was burned Oct. 8. Loss about \$15,000.

## CANADA.

Binscarth, Man.—Thos. Leggatt is building an eltr.

Toronto, Ont.—L. Coffee & Co. have dissolved partnership.

Goodlands, Man.—The Dowd Eltr. Co. is building an eltr. here.

Rapid City, Man.—J. G. Patterson has sold his eltr. to Jno. Warren.

Estevan, Sask.—R. A. Hooper of Alameda is operating a grain warehouse here.

Kelsoe, Man.—The Canadian Eltr. Co. has bot the eltr. of Randall & Greenshaw.

Wapella, Assa.—Young & Godfrey have bot and will operate the farmers' eltr. here.

Edmonton, Alta.—The Edmonton Brewing & Malting Co. is building a malting plant in connection with its brewery.

Winnipeg, Man.—Thos. D. Robinson & Son have bot the Independent Grain Co. and will continue the business.

Fort William, Ont.—Fred Coleman, who was recently injured by falling from the construction work of Eltr. B., died Oct. 8.

Toronto, Ont.—The members of the Board of Trade are indignant at the delay of Chief Inspector Craig in making up the official samples for grading Ontario grain.

Winnipeg, Man.—Under the old firm name, John L. Coffee and Alexander Hargraff will continue the business of Coffee, Hargraff & Co., who have dissolved partnership.

Lake du Lac, Assa.—The Robinson Eltr. Co. is buying wheat on the international boundary. It ships to Kenmare, N. D., by water and from there to Minneapolis by rail.

Winnipeg, Man.—The large eltr. just completed by the Empire Eltr. Co. at Fort William, has been declared a regular eltr. for the delivery of contract grain on the Winnipeg Grain Exchange.

Winnipeg, Man.—The following western grain survey board has been appointed: G. V. Hastings, S. Spink, G. R. Crowe, R. Muir, W. W. McMillan, W. A. Black, N. Bawlf, W. L. Parrish, Alex. Reid, W. H. McWilliams, Jas. Hodd and J. E. George.

Port Arthur, Ont.—King's cleaning eltr. is said to have been disabled, throwing all the handling of no grade grain on the new Canadian Northern plant at this place. The Canadian Northern is

receiving grain from the Canadian Pacific for treatment.

West Emerson, Man.—The Great Northern Eltr. Co. will build an eltr. here. It will remove its cleaning eltr. to St. Boniface and will operate the Dominion eltr. at the C. P. R. Station. Two other eltrs. may be built, one by J. W. Irwin, former manager of the cleaning eltr., who will conduct an independent house.

Montreal, Que.—the Dominion Government has appointed a Grain Survey Board composed of Thos. A. Crane, C. B. Esdaile, Alex. McFee, J. S. Norris, A. G. Thomson and E. S. Jaques, and a Board of Grain Examiners composed of James Carruthers, C. B. Esdaile, E. S. Jaques, H. D. Metcalfe and A. G. Thomson.

Winnipeg, Man.—Warehouse Commissioner Castle estimates the wheat crop of Manitoba and the Northwest Territories at 59,700,000 bus. Tho the yield per acre has decreased from 17 to 15 bus. the increase in the area offsets this in Manitoba, the crop of which is estimated at 39,750,000, compared with 40,116,000 last year.

Winnipeg, Man.—Peter Hyzy and John Hill, two young men, were twice caught stealing grain from cars. For the first offense they were fined only \$25, and were no sooner at liberty than they at once began their raid on the property of shippers. The Canadian Northern road has been missing wheat for several months, and the thieves were not apprehended until a special agent was placed on watch. The losses aggregate more than \$500. The wheat was sold to a mill.

Winnipeg, Man.—The C. P. Telegraf Co. charges the exorbitant rate of 50 cents per 10 words for messages to Fort William, when telegrams can be sent to Chicago at the same rate. As the grain men are all at Winnipeg and the eltrs. at Fort William and Port Arthur the amount of telegraf business on their account is enormous, and justifies a lower rate. The council of the Board of Trade has taken up the matter with the company, but has met a refusal to consider a reasonable reduction.

Montreal, Que.—The Corn Exchange has adopted strong resolutions voicing its dissatisfaction with the failure of the government to appoint all the members of the grain survey board as recommended by the exchange. The government omitted James Carruthers and H. D. Metcalfe in order to appoint Thos. A. Crane and Alex. McFee. The two latter are objected to because they opposed the Exchange when the question of making the board of survey superior to the grain inspector was being considered by the department of Trade and Commerce.

Winnipeg, Man.—The Western Grain Exchange has been organized by a number of men who have had trouble with the Winnipeg Grain Exchange or who do not wish to be at the expense of joining the regular exchange. Memberships in the exchange cost \$50. W. Gibbins, who achieved notoriety by his suit against the members of the regular exchange for al-

leged conspiracy, is pres., D. N. McLean, vice pres.; Orville Glenn, secy-treas.; arbitration board N. T. McMillan, C. C. Robinson, Jacob Friesen, T. J. Noble, M. E. Collin. Board of appeals, J. K. McLennan, Frank Parker, J. Dyck, D. N. McMillan and W. Gibbins. It remains to be seen how long the new exchange can exist.

Winnipeg, Man.—The arbitrary action of the railroad companies in disposing of grain to be dried has become so annoying that the grain men are determined to have relief, and a committee has been appointed to that end. The recent notice of the C. N. R. that Nos. 1, 2 and 3 northern "tough" would only be held in the C. N. R. eltrs. at Port Arthur for 15 days; after which, if not removed, it would be sent to their drying plant for treatment, is objected to as entailing an unnecessary expense. The C. P. R. handles the same wheat without drying and without limit of storage as long as it remains in condition. The C. P. R.'s practice of arbitrarily sending damaged grain to King's eltr. for treatment is a source of annoyance, as the freight bills do not show whether the grain is in the old eltr. or in the new concrete house, and the grain men are thus inconvenienced in placing insurance. Grain in the regular eltrs. does not require insurance, as the railroads include insurance in the regular elevating charge.

Winnipeg, Man.—The new western grain standards board is composed of Peter Ferguson, Kenlis, Assa.; John McQueen, Carievale, Assa.; R. J. Phin, Moosomin, Assa.; W. R. Motherwell, president Territorial Grain Growers' association, Abernethy, Assa.; J. W. Scallion, honorary president Manitoba Grain Growers' association, Virden; D. W. McQuaig, Portage la Prairie; Christian Johnston, Baldur, Man.; Jas. Riddell, Rosebank, Man.; W. F. Sirett, Glendale, Man.; Wm. Lothian, Pipestone; K. Campbell, Brandon; Senator Young, Killarney; S. Spink, Winnipeg; W. A. Matheson, Lake of the Woods Milling Company, Winnipeg; Geo. McCullough, Souris; W. A. Black, Ogilvie's, Winnipeg; T. W. Lines, miller, Strathcona, Alberta; G. R. Crowe, Winnipeg; A. R. Hargraff, Winnipeg, Man.; M. McLaughlin, miller, Toronto; T. A. Crowe, exporter, Montreal. The following are ex-officio members of the board: David Horn, chief grain inspector; F. E. Gibbs, grain inspector, Fort William; C. C. Castle, warehouse commissioner, Winnipeg. C. N. Bell is re-appointed secretary of the board. The board met Oct. 12 and 13, and established grades of No. 4 extra and No. 5. No. 4 extra will include wheat better than ordinary No. 4; and No. 5 will include wheat not good enough for No. 4 but too good for feed.

## CHICAGO.

Car new corn arrived yesterday sour. Graded no grade.

Memberships in the Board of Trade are selling at \$3,300.

Pres. W. S. Jackson of the Board of Trade has been seriously ill with pleurisy and gastritis.

A section of the wall of the Eckhart & Swan Milling Co.'s eltr. collapsed recently and caused \$5,000 damage.

Pres. Jackson of the Board of Trade has appointed the following delegates to the interstate commerce law convention to

be held at St. Louis Oct. 28: John T. Sickel, R. S. Lyon and Richard Gambrell.

The Chicago & Rock Island Eltr. Co. has given a trust deed on its property to secure an issue of \$1,000,000 of bonds.

F. S. Ackerman, who has had charge of the grain business of Shearson, Hamill & Co., has severed his connection with the firm.

Wm. H. Beatty, who has represented a New York firm for several years, will go to New Orleans, Nov. 1, to represent another company.

Hulburt, Warren & Co. have brot suit against Joe Leiter to recover \$10,000 on a note which he gave to pay losses in his famous wheat deal.

Friends of Frank E. Gulick, mgr. of Requa Bros.' receiving department, will regret to learn that his 11-months old baby boy died Oct. 9.

Give Chicago a chance to conduct its public affairs in a direct, intelligent, properly timed manner. It can be done by a wise, concentration of authority, and that can be secured only by a new charter. The amendment will be in line with economy, both city and state.—St. Louis Globe-Democrat.

The fact that hard winter wheat can be delivered on the Chicago May option is having a potent effect in making the Chicago market a safe one to sell in. The tops on bulges are no longer made with quotations a quarter of a cent apart. Stop-loss orders on the short side now can nearly all be executed.

"Do the rules of the Board of Trade forbid the giving of presents to possible customers? For instance, is it a violation of that rule to present a new eltr. co. with a roll top oak desk and a revolving chair, or presents to the children of the mgr.? Are grain calculators, rulers, match safes or pocket books bearing advertising proscribed?"

The directors of the Board of Trade on Oct. 11 expelled A. S. Floyd, F. B. Crawford and J. H. Goldberg, who had been charged with making fictitious trades on the Consolidated Exchange of New York, for which that exchange had expelled them also. Vice pres. Wagner of the New York exchange testified against the men, who made no defense. Floyd, Crawford & Co. failed in May with liabilities of \$250,000.

The transportation committee of the board of Trade has requested all members to send E. B. Boyd, mgr. of the transportation dept., a statement of such railway rates or regulations as restrict the movement to and from Chicago of products handled on the Board. Mr. Boyd says: We will ask for some changes in railroad rates and transportation arrangements. At present there are ways of shipping freight cheaper around than thru Chicago. For illustration, the rate of 22½ cents on coarse grains from Minneapolis to New England points is applicable on thru shipments via Chicago. Apparently there is no discrimination against Chicago, but as a matter of fact, no grain from Minneapolis to New England is shipped via Chicago. The reason is that "transit privileges"—grading, cleaning, storing, etc.—are not allowed here on grain shipped at the 22½-cent rate from Minneapolis to New England points, while they are allowed at Minneapolis, as the grain is shipped in and out of there on local rates, and may be held

there for any length of time. The result is to divert traffic from Chicago.

## COLORADO

Colorado Springs, Colo.—Seldomridge Bros. have built an addition to their eltr. at a cost of \$2,500, which will give them a total grain capacity of about 40,000 bus.

## IDAHO.

Lewiston, Ida.—O. M. Collins will build a grain and feed warehouse.

## ILLINOIS.

Aledo, Ill.—B. Davidson has leased Elias Willits' eltr.

Charlotte, Ill.—The Rogers Grain Co. will build an eltr.

West Liberty, Ill.—Wm. McGuire has succeeded Hitch Bros.

Kemp, Ill.—The National Eltr. Co. has purchased the eltr. here.

Milmine, Ill.—The Shellabarger Eltr. Co. is enlarging the plant.

Litchfield, Ill.—Nobbe Bros. of Farmersville, will build an eltr.

Weston, Ill.—F. L. Churchill is building a stone foundation for his eltr.

Buckhart, Ill.—David Jenkins is buying grain for McClure & Co.

Millersville, Ill.—M. R. Corbett has bot R. A. Horney's eltr. for \$4,000.

Metcalf, Ill.—C. M. Smith has retired from the firm of Jennings & Smith.

Carlock, Ill.—O'Hara, King & Co. have succeeded O'Hara, Baldridge & Co.

Peoria, Ill.—The first car of new corn was received Oct. 17 by Warren & Co.

Galesburg, Ill.—W. H. Kiernan has sold his interest in the eltr. to Jas. O'Connor.

New Windsor, Ill.—M. J. Merryman has purchased the eltrs. here and at Grifin.

Peoria, Ill.—McFadden & Co. are handling coal in connection with their grain business.

Wapella, Ill.—The Farmers Eltr. Co. is building new corn cribs and will install a dump for ear corn.

Pleasant Plains, Ill.—P. P. Farmers' Eltr. Co. has increased the capital stock from \$6,000 to \$8,000.

Ospur, Ill.—J. M. Ledden has succeeded the Rogers Grain Co. in the operation of his own eltr.

Murdock, Ill.—Morgan Bros. & Co. have enlarged their eltr. and will put in a new outfit of machinery.

Alvan, Ill.—Mr. Firebaugh has bot the eltr formerly owned by J. R. Carter, and employed Mr. Knight as mgr.

Illinois needs a reciprocal demurrage law—a rigid one—and the shippers need it badly. Will you work for it?

Milford, Ill.—The Herron & Patterson Co. is building a 25,000 bus. eltr. on the new C. & E. I. cut-off at Bryce.

Streator, Ill.—W. B. Cummings of Ransom has bot the Funk eltr. and in connection with it will handle coal, hay and feed.

Montrose, Ill.—Bartlett, Kuhn & Co. have commenced building on their eltr. They will install a 25 h. p. gasoline engine.

Mowequa, Ill.—Snell & Ponting have sold their eltrs. at this point and at Radford, to Ennis & Evans of Decatur for \$25,000.

Adeline, Ill.—The eltr. of the Neola Eltr. Co. has been extensively repaired, and the company will repaint all of the buildings.

Tolono, Ill.—A. H. Edwards has removed the boiler room from the eltr. and will build an engine room, using the old boiler room for storage.

Decatur, Ill.—Evans Eltr. Co. incorporated, to handle grain, fuel and building material, \$50,000 capital stock; incorporators, F. L. Evans, W. S. Ennis, L. H. Evans.

Hopedale, Ill.—B. T. Railsback Sons, incorporated, \$10,000 capital stock, to deal in grain, coal and stock. Incorporators, M. M. Railsback, R. J. Railsback, L. W. Railsback.

Garrett, Ill.—C. D. Grove's eltr. has been sold to Collins & Hopkins, who will make a number of improvements and additions to the property. The sale was made by C. A. Burks.

Rock Falls, Ill.—Fred Davison and Joseph Sprinkel will open the Rock Falls Eltr. to conduct a grain shipping business. New scales are being installed and a gasoline engine will be installed to operate the machinery.

Tomlinson, Ill.—A locomotive spark set fire to the eltr. of Murray & New, Oct. 18. The building and 30,000 bus. of grain are a total loss. Insurance on building, \$7,000; on grain, \$10,000; all in stock companies.

Pana, Ill.—The Metzger-Hill Grain Co. at its annual meeting Oct. 11, elected the following officers: Pres., Geo. F. Barrett, Pana; vice-pres., A. C. Durdy, Ohlman; sec.-treas., J. V. Metzger, Cincinnati; manager, H. H. Hill, Cincinnati; director, W. H. Barrett, Owaneco.

Fancy Prairie, Ill.—The Fancy Prairie Grain & Coal Co., having used up its working capital, is reported to have borrowed money to do business with and instead of increasing the capital stock to pay off this indebtedness, levied an assessment on members, which is not meeting with the hearty response desired or expected.

Garrett, Ill.—Collins & Co. have bot the eltr. formerly owned by Collins & Owen. It has been idle for some time past, but extensive repairs will be made and operations resumed at once. This house has been in the hands of the Garrett Grain & Coal Co., a farmers concern, for the past year, and the R. R. Co. refused to renew the lease as they controlled both eltrs. at this point.

Decatur, Ill.—J. P. Faris and O. H. Cannon, under the firm name of Faris & Cannon, have engaged in the grain brokerage business with offices at 116 Merchant street. Mr. Faris has had many years' experience as a grain shipper. Mr. Cannon was formerly with C. A. Burks and J. F. Sprague. The new firm is a member of the Illinois Grain Dealers Assn., and has formed connections with responsible receivers, millers and exporters, with a view to handling the new crop of corn.

The grain car thieves of Chicago will lose their best friend and ally if the justice shops are abolished. Judge Orrin N. Carter says: "So long as the constables and justices live on fees, so long will there be highway robbery. The fee system is based on wrong principles. The officer always is prejudiced in favor of the side that promises the larger fee. Of the 250



constables who make a living out of the misfortunes of the poor, not more than 70 per cent can do this legitimately. The remainder must resort to the holdup game. The whole trouble lies in placing irresponsible men in fee paying positions. We cannot wipe out this system without the constitutional amendment. I wouldn't trust my best friend or myself to be honest under the fee system."

### IOWA.

Victor, Ia.—Geo. R. Wheeler has succeeded J. M. Groff & Co.

Corley, Ia.—The Des Moines Eltr. Co. has begun building an eltr.

Council Bluffs, Ia.—Work on the new Jaquith Eltr. has been started.

Palmer, Ia.—The Farmer's Eltr. Co-operative Society incorporated, \$1,000 capital stock.

Newmarket, Ia.—J. B. Archer has traded his grain and live stock business to S. H. Landis.

Davenport, Ia.—Geo. A. Koester, Jr., has bot the grain and commission business of H. J. Toher.

Hillsdale, Ia.—J. H. Hopp has given up the grain and implement business and has moved to Onawa.

Shellsburg, Ia.—S. F. Miller's eltr. burned Oct. 9. Loss \$7,000. Evidence points to incendiarism.

Malvern, Ia.—G. W. Wyant is remodeling and enlarging his eltr. and has installed a new Foos Gasoline Engine.

Hinton, Ia.—The Hinton Roller Mills will put in a new grain handling outfit with a new dump, eltr. and conveyor.

Davenport, Ia.—The Western Flour Mill Co. will build six large grain tanks on its property to be either of steel or concrete.

More than \$4,500 in premiums has been collected for the annual corn exhibition at Ames, Ia., in connection with the course in grain judging at the Iowa State College.

Harlan, Ia.—The Great Western Eltr., which is located on the C. G. W. R. R., has been painted and put in good shape to be run in connection with the Harlan City Roller Mills.

Hancock, Ia.—The Des Moines Eltr. Co. is rebuilding its dump house, equipping it with gas engine power and modern machinery for dumping and handling ear corn. The capacity will be 50,000 bus.

Neola, Ia.—A fire in the Neola Eltr. Co.'s eltr. on Oct. 2 was discovered before damage was done. The fire was caused by spontaneous combustion in the fuel room where a large quantity of fine coal was stored.

A fire insurance company which issues policies on anything from a flouring mill to a chicken coop is not a desirable company to insure with, especially if you desire to collect your insurance when you have a loss.

### INDIANA.

Eaton, Ind.—J. L. Simmons has succeeded Carter Bros.

Lakeville, Ind.—W. H. Barker has sold his eltr. to Chas. Weidler.

Brook, Ind.—W. F. Starz & Co., of Fowler, are building a 75,000-bu. eltr.

Frankton, Ind.—The Urmston Grain

Co. will conduct a coal business at Dundee, Ind., and is putting in bins.

Letts, Ind.—One Wheeldon, in the employ of A. R. Anderson, of Elizabethtown, is doing a scoop shovel business here.

Rockport, Ind.—The grain and seed business of Hougland & Hardy will be discontinued on account of the death of T. R. Hardy.

LaGrange, Ind.—H. H. Smith has leased the eltr. which he recently sold to G. Harris of Lima, and will operate it until April 1, 1905.

Fort Wayne, Ind.—A meeting attended by 30 grain dealers of eastern Indiana was held Oct. 6. The hay crop was the principal topic discussed.

Hammond, Ind.—The Hammond Eltr. Co. contemplates erecting 16 steel tanks to double the capacity of its 500,000-bu. eltr. on the bank of the Calumet River.

Union City, Ind.—The Pierce Grain Eltr. was broken into Oct. 10. The safe was blown open and completely wrecked, but only \$7.26 was found by the thieves.

Read C. B. Riley's explanation of the carriers' impositions and shippers' needs in Letters from Dealers this number. This subject merits your personal attention now.

Cambridge City, Ind.—The eltr. owned by the E. A. Grubbs Grain Co. and operated by John Hazelrigg & Co., burned Oct. 19. Loss, \$10,000; insurance, \$4,000. Sparks from a locomotive started the fire.

Pine Village, Ind.—Kennedy Bros. and J. W. McConnell have bot Lawson & Lawson's eltr. and took charge Oct. 20. Kennedy Bros. are in the grain business at Templeton. Mr. McConnell has been an employe of the Oxford bank at Oxford. He will manage the business of the new firm and will occupy Mr. Lawson's residence, which was included in the sale.

LaCrosse, Ind.—Sam Finney of Chicago has secured the exclusive transfer privileges at the eltr. of Bailey, Bunnell & Co., for transferring grain at their eltr. It is accessible to cars of the C. C. & L.; the Pan Handle; Pere Marquette; C. & E. L., and the C. I. & L. railroads, hence is quite an advantageous point. Mr. Finney expects to receive grain from all of these lines.

The Transportation Tax is the title of a valuable little booklet which shud be perused with care by every Indiana grain shipper. If you have not done so, rite to the Indiana Shippers Assn., Board of Trade, Indianapolis, and get several extra copies for the candidates for the state legislature from your district. Then get their views. If they do not think right, convert them. It will be easier before than after election day.

### INDIAN TERRITORY.

Sulphur, I. T.—Cy Williams, formerly of the St. Jo Milling Co., St. Jo, Tex., whose plant was burned some time ago, is now located here.

### KANSAS.

Buckeye, Kan.—H. Brenizer is building an eltr.

Kelly, Kan.—Kramer & Gellhaus have completed their new eltr.

Attica, Kan.—The Attica Grain Co. incorporated, \$6,500 capital stock.

Dorrance, Kan.—Hoffman & Son have purchased the business of the Muck Grain Co.

Abilene, Kan.—One item in the last Journal was worth more than the subscription price.—Wm. B. Giles.

Belmont, Kan.—M. J. Travis is building a 12,000-bu. eltr. and warehouse for C. T. Sykes of New Murdock.

Courtland, Kan.—The old eltr. of A. C. Davis is being torn down and removed to the farm of Aaron Anderson.

Topeka, Kan.—The United Grain Co. of Chicago has filed suit for \$1,319 against the Taylor Grain Co. for bills alleged to be unpaid.

Hoisington, Kan.—The Farmers' Eltr. suffered \$150 damage, caused by a fire which broke out Oct. 15, and which was the result of a hot box.

Topeka, Kan.—Attorney General Coleman states that he will proceed against the millers of Kansas for maintaining an alleged organization for the control of the prices of flour.

Pratt, Kan.—Geo. Campbell and Miner Martin, Jr., both colored men, have been arrested for stealing wheat from Eggleston's eltr. They had grain in their wagon when caught and have sold wheat to another eltr. on several occasions.

Jas. Butler, the agitator who was president of the Farmers' Co-operative Shipping Assn. last year, has now resigned as a director of the concern, saying that under the present management the assn. has surrendered to the "grain trust." He claims that now the farmers are at the mercy of the "trust."

Jamestown, Kan.—The railroad commissioners gave a hearing Oct. 5 to the Jamestown Co-operative Grain Co., which has been refused a site for an eltr. on the right of way of the Missouri Pacific railroad, the road claiming that the two eltrs. at Jamestown are enuf. The farmers then built an eltr. on their own ground, but the road has declined to build a switch to the house. The commissioners directed the company to build the switch but the road probably will appeal to the Supreme Court.

Atchison, Kan.—The Antle-Linley Grain Co. has been organized with \$25,000 capital stock, and will do a general grain business, with country eltrs. in Kansas and Nebraska. The principal stockholders are: Richard F. Antle, Charles Linley and Edward J. Small. Mr. Antle has for years been connected with the Washer Grain Co. from which he will retire to become manager of the new concern. Mr. Linley, who is county treasurer, will retire at the end of the present term, and will devote his energy to this new work.

Perry N. Allin of Coffeyville, Kan., was in the train wreck at Warrensburg, Mo., and is now lying in the M. K. & T. hospital at Sedalia, thankful to be among the living. He was pinned to the floor under broken seats, dead bodies and debris almost under the engine tender. In this position he remained for 1½ hours while rescuers took out 30 dead and 50 wounded. Mr. Allin suffered back and side sprains and bruises. Both his limbs are in plaster casts below the knees. His limbs were mashed rather than broken, near and in the ankles. Mr. Allin's friends will be pleased to learn that he takes a hopeful

view and believes his injuries not to be serious.

## KANSAS LETTER.

Esbon, Kan.—Schenck & Johnson will repair their eltr.

Kelly, Kan.—Aug. Kramer has disposed of his eltr.

Speed, Kan.—C. F. Blauer has succeeded Bandt & Glauer.

Attica, Kan.—The Farmers Eltr. Co. has bot H. DeKamp's eltr.

Lorraine, Kan.—S. C. Groth & Co. have succeeded Groth Bros.

Mahaska, Kan.—The Neb. Eltr. Co. has bot E. A. Woodman's eltr.

Belleville, Kan.—J. Fulcomer & Son have extensively repaired their eltr.

Kelly, Kan.—The Kelly Mill & Eltr. Co. has succeeded Kramer & Gellhaus.

Jennings, Kan.—The Nebraska Eltr. Co. of Lincoln, Neb., is building an eltr. here.

Valeda, Kan.—The Valeda Eltr. Co. has installed a new sheller and scales in its eltr.

Topeka, Kan.—A. H. Bennett of the Bennett Commission Co. has been confined to his home by illness for several weeks.

Jewell City, Kan.—O. A. Seaton is very low with typhoid fever. G. O. Seaton is taking charge of his grain business for the present.

Successful local meetings have recently been held in Belleville and Greenleaf, Kan. J. W. Radford, chief grain inspector of Kansas, and E. J. Smiley, sec. of the Kansas Grain Dealers Assn., were present at both meetings.—A. M. D.

## KENTUCKY

Louisville, Ky.—Burt & Co., stock brokers, have suspended business. Liabilities, \$10,000 to \$15,000.

New Albany, Ky.—Louis Hartman, dealer in grain, hay and mill feed, recently suffered a \$12,000 loss by fire.

Louisville, Ky.—One million bus. of Oregon and Washington white wheat is now arriving at Louisville on the basis of \$1.25 delivered.

Louisville, Ky.—The Kentucky Railroad Commission has granted the Louisville Car Service Assn. the right to send out notices of delivery of grain without stating the weight.

Louisville, Ky.—A. H. Bowman & Co. incorporated to conduct a wholesale and retail hay, grain and seed business. \$5,000 capital stock; incorporators, A. H. Bowman, L. S. Bernheim and Jos. Selligman.

## LOUISIANA.

New Orleans, La.—A. F. Leonhardt is running for comptroller on the Republican ticket. Northern friends who have met Mr. Leonhardt at recent conventions of the Grain Dealers National Assn., know him as a hard worker for his city, and feel that New Orleans cud not have a better comptroller, however remote the probability of his election on the Republican ticket.

Harris, Scotten Co., of Chicago, will operate, in the Illinois Central Elevator D, at New Orleans, the largest grain drier ever constructed. This machine will occupy ground space 30x45 feet, and will be 47 feet in height. Its daily capacity will be 50,000 to 55,000 bus. of low grade

corn, which is to be dried for export. Some idea of the magnitude of this apparatus may be gained from the fact that it will contain 27,000 lineal feet of 1-inch steam pipe, through which will be passed every minute 110,000 cubic feet of fresh air, which, when moderately warmed, is forced through the grain by six immense blowers, all of which are upon one shaft. The drier will contain at one time between 5,000 and 6,000 bushels of grain, and so simple is the apparatus that it is manipulated by one man with ease. The grain is all exposed to view during the operation of drying and cooling; and perfect control of the temperature, air supply, and the movement of grain is in the hands of the one operator. This drier will be placed immediately adjoining elevator "D," into which elevator corn for the drying operation will be unloaded. The rules of the Board of Trade of New Orleans have recently been changed, permitting the handling of low grade corn in export elevators when equipped with drying facilities, hence the former expense of maintaining two elevators to handle the low grades may be avoided. The Hess Warming & Ventilating Co., who are constructing this drier, say it will be ready for operation about December 1st.

## MARYLAND

Baltimore, Md.—C. P. Blackburn & Co. will build a new eltr. as soon as the dock district is reconstructed. Their two eltrs. were burned during the fire last Feb.

## BALTIMORE LETTER.

Pres. Oscar G. Murray of the Baltimore & Ohio Railroad Co. has returned to Baltimore after spending several months abroad for health and pleasure, the greater part of which was at Carlsbad.

The Weems Steamboat Co. and the Chester River Steamboat Co., the oldest lines plying the Chesapeake Bay, the former having been in constant operation since 1817, have been absorbed by the syndicate which previously acquired the Queen Anne's Railway and Steamboat Co. This syndicate is in the interest of the Pennsylvania Railroad, and acquiring the above interests, practically gives that corporation control of all the transportation lines operating on the Maryland, Delaware and Virginia peninsula.

The Interstate Commerce Commission has just named Nov. 21 as the date upon which the hearings of the differential rate case will be resumed. New York's testimony is practically all in, and the hearing on the above date will be in Philadelphia, in order that the interests of that city may present their case. It is probable that within two weeks after the Philadelphia hearing Baltimore will be given the opportunity to present its case. The latter hearing most likely will be in the rooms of the Commission at Washington, D. C.

Two cases of interest to shippers were recently decided in the City Court of Baltimore. The first was that of a machine and other goods shipped from Albuquerque, N. M., to Baltimore. The goods arrived here and were placed in the railroad warehouse with other consignments and not discovered until some time afterwards. The plaintiff agreed to accept the goods, signing a receipt: "Goods received in damaged condition." The railroad company refused to pay

the damages alleging that the goods had been consigned to another railroad (the Atchison, Topeka & Santa Fe), and it was stipulated that the railroad and the connecting carriers shud be exempt from liability in consideration of a cheaper rate to be given the shipper. Judge Baer decided in full for the plaintiff. The other case was for loss on a car of oranges shipped from California. The testimony showed that the oranges were delivered on request of a broker without surrender of the bill of lading or an order. The fruit was placed in a warm warehouse and at once "fell down" or began to decay. The plaintiffs contended that the goods shud not have been unloaded until they surrendered the bill of lading, or gave an order, and they should have been afforded an opportunity to examine the fruit to ascertain whether or not it was fit for immediate consumption or in good condition.—B. M.

## MICHIGAN.

Coopersville, Mich.—Durham & Lang have succeeded Millard Durham.

Pontiac, Mich.—B. Commiskey, of Los Angeles, Cal., is general mgt. of the Depeu Eltr. Co.'s eltr.

Melvin, Mich.—M. Kerr & Son have built a 10,000-bu. bean eltr. in connection with their grain eltr.

Memphis, Mich.—The Richmond Eltr. Co. is building a warehouse here and enlarging the warehouse at Doyle.

Holland, Mich.—The Beach Milling Co. is connecting its eltrs. No. 1 and No. 2, and is making other improvements.

Zeeland, Mich.—Wm. DeHoop, dealer in grain and hay, was adjudicated a bankrupt Oct. 14. His liabilities are \$1,900 and his assets \$500.

Detroit, Mich.—Secy. Burdick Potter of the Michigan Bean Jobbers Assn. estimates the acreage of beans in the state at 400,000 with a probable yield of nearly 7,000,000 bus.

Marlette, Mich.—Thos. Wilson has built at eltr. of 25,000 bus. grain capacity and 12,000 bean capacity. It is 40x40 and 40 feet high. Forty girls will be employed to pick beans.

Detroit, Mich.—The annual convention of the Michigan Bean Jobbers Assn. was held at Detroit, Sept. 14, with about 100 members present. The following officers were elected for the ensuing year: Pres., G. F. Arbor; vice-presidents, I. M. Isbell, Jackson; J. P. Wood, Chelsea, and F. T. Hyne, Brighton; sec., Burdick Potter, Fenton; treas., C. E. Noyes, Jackson.

Bean growers in Livingston, Shiawassee and Washtenaw counties, Mich., have been holding meetings to work up a sentiment in favor of holding the crop to boost prices. The farmer who devotes his time to growing better beans, instead of listening to the agitators, will be better off. An artificial inflation of the price can only be followed by corresponding depression that will leave the grower worse off in the end.

## MINNEAPOLIS

The Northeast Feed Mill Co. will erect an addition to be 35x36 and 70 feet high, frame covered with corrugated iron. It will cost \$5,600.

A trade in wheat for delivery in September, 1905, was made on the Cham-



ber of Commerce Oct. 6. Dealings in this option, as a rule, do not begin until spring.

The Prairie Eltr. Co. will build fourteen eltrs. this fall on the Soo line. When completed this will make twenty-one eltrs. which they have erected this season. T. F. Costello & Co. are doing the work.

H. H. King of the Sheffield-King Milling Co. has bot an interest in Eltr. K, formerly operated by the Sheffield Eltr. Co. This eltr. will be used as a terminal house in connection with the mill at Faribault. Wm. P. Brackett has been appointed superintendent.

E. T. Blew, of the quondam firm of Blew, Armstrong & Co., who was sentenced to a long term of imprisonment for forgery of bills of lading, has had his sentence commuted to 4 years. The firm suspended business Oct. 14, 1902, after having obtained loans aggregating \$50,000 upon forged bills of lading.

The Chamber of Commerce on Oct. 8 elected the following officers for the ensuing year: Pres., E. S. Woodworth; vice-pres., P. B. Smith; directors, G. F. Ewe, B. H. Morgan, J. D. McMillan, H. L. Little, A. C. Loring; board of arbitrators, C. J. Chapin, S. J. McCaul, W. T. Hooker; board of appeals, J. H. Riheldaffer, C. T. Redfield.

The proposition to amend the rules of the Chamber of Commerce to make lower grades deliverable at a penalty was defeated Oct. 11. While the vote was 281 in favor to 188 against the change, this was not enuf to carry the proposition in the face of the by-law requiring a majority of 2-3 of the votes polled. The objectors are the millers; and the advocates are the eltr. men and the option traders. The millers claim the 5-cent penalty gives them no protection, as they can not grind the nickel. The eltr. proprietors claim they can not hedge their holdings of lower grades safely under the present rule. The matter will probably come before the members again. The rule proposed is: Section 1 of rule 11 to be amended so as to read "In all sales of grain and flaxseed for future delivery the grades shall be No. 1 northern wheat and No. 2 northern wheat, (provided, however, that not more than 50 per cent of No. 2 northern wheat shall be deliverable on any contract for future delivery and that all No. 2 northern wheat delivered on such contracts shall be at a discount of 5 cents per bushel under the contract price), No. 3 corn, No. 3 white oats and No. 1 flaxseed as established by the Minnesota State Inspection. And on all contracts based on these grades all higher grades of the same grain may be delivered, except that No. 2 oats can not be delivered on said contracts."

## MINNESOTA.

Arco, Minn.—The Farmers Eltr. Co. will handle coal.

Hamburg, Minn.—E. L. Walsh & Co. are building an eltr. here.

Atwater, Minn.—The Peavey Co. has appointed O. N. Ruden as its agent.

Mankato, Minn.—The Walter Brown Eltr. Co. will locate its main offices here.

French, Minn.—C. J. Swenson has taken charge of the Amenla Eltr. Co.'s eltr.

Lucan, Minn.—The Springfield Milling Co. of Springfield is building an eltr. here.

Degraff, Minn.—The Gillette Eltr. Co. has appointed Henry Olson mgr. of its eltr. here.

Stewart, Minn.—Theo Richards has built a flat house, and will buy grain independently.

Milaca, Minn.—The New London Milling Co. of Wilmar will build an eltr. and warehouse here.

Worthington, Minn.—A. H. Foote has been employed as local mgr. of the Benson Eltr. Co.'s eltr.

Key West, Minn.—Wm. Hannah has taken charge of the eltr. here, J. S. Brown having resigned.

Hastings, Minn.—The Doffing Eltr. Co. has traded the eltr. to A. M. Stonedall for a farm of 800 acres.

Rutland, Minn.—Hubbard & Palmer's eltr. was struck by lightning Oct. 2 and damaged to the extent of \$50.

Key West, Minn.—The Key Stone Grain Eltr. is now under the management of Michael Christensen.

Seaforth, Minn.—The eltr. belonging to Anderson & Schmidt has been bot by the Farmers Eltr. Co. for \$6,000.

Adrian, Minn.—J. B. Scheier will continue in the grain business here and has appointed Chas. Burr of Alta as mgr. of his mill.

Maynard, Minn.—The New London Milling Co. has installed improved Hall Distributors in its eltrs. at Maynard and Milaca.

Le Sueur, Minn.—The St. John Grain Co.'s eltr. and offices and a number of cars belonging to the Omaha Co. were burned recently.

Springfield, Minn.—The Farmers Eltr. Co. has been organized to build an eltr. The officers are: Pres., L. E. Potter; sec., F. J. Sheffield; treas., Aug. Lipetzke.

Duluth, Minn.—H. E. Gooch & Co., grain commission merchants, incorporated, \$10,000 capital stock, incorporators H. E. Gooch, Thos. D. Gall and D. J. Kuhn.

Degraff, Minn.—Two new eltrs. have been built here, one of 30,000 bus. capacity by James McQuade, the other of 10,000 bus. capacity by A. C. Beadrau.—J. M. Johnson, Murdock.

Pres. C. E. Jackson of the Minnesota Farmers Exchange has been deposed for obnoxious political activity; and H. C. Block of Fairhaven, Minn., has been chosen pres. pro tem.

Lorne, Minn.—A. O. Anderson, J. H. Dahl and E. S. Reishus, under the firm name of the Lorne Eltr. Co. have bot and will operate the eltr. recently completed by O. S. Reishus. Mr. Anderson is buyer and manager.

St. Paul, Minn.—Wm. Bradbury, formerly city salesman for Griggs Bros., who have recently gone out of business, is now with the Loftus-Hubbard Eltr. Co. Mr. Bradbury has a large acquaintance who will be pleased to learn of his connection with one of the leading firms of St. Paul.

Myers, Minn.—E. G. Erickson, grain buyer at the Farmers Eltr., recently was severely burned on hands and face by the sudden ignition of gasoline vapor as he entered the room to stop the engine with a lighted lantern in his hand. Fortunately,

ly, the accumulation of gas was not sufficient to cause an explosion.

Duluth, Minn.—Theodore B. Casey, vice-president of the Consolidated Eltr. Co., died at Hastings, Eng., Oct. 11. Mr. Casey was born at York, N. Y., in 1828. He made his entry into the grain business in the early 50's in the firm of Carrington & Casey at Toledo, O., and has since resided at Minneapolis, Duluth and Boston.

St. Peter, Minn.—The Walter-Bowman Eltr. Co. of Mankato, Minn., has bot the eltr. of A. H. McIntyre at St. Peter. The house is a good one, has a capacity of about 50,000 bus.; and the Walter-Bowman Eltr. Co. will equip it with cleaners and power shovel and use it as a cleaning house for cleaning their grain in transit for the eastern markets.

Heron Lake, Minn.—The Benson and St. John eltrs. with 40,000 bus. of grain and sixteen freight cars were burned Oct. 8. Hoboes in the screening room of the St. John eltr. are supposed to have caused the fire. The eltr. and equipment of the Benson Grain Co. was valued at \$10,000, with \$6,000 insurance. The building contained \$10,000 worth of grain with \$3,000 insurance. The St. John Grain Co.'s loss was about \$5,000. Both eltrs. will be rebuilt.

Climax, Minn.—Nels Moe, agt. for the Federal Eltr. Co., can bear witness to the danger of looking for a gasoline leak with a lighted lantern. On Oct. 5 Agt. Moe found the supply pipe to the engine leaking, and attempted to tighten the joints at which it was leaking, by lantern light. When he disconnected the pipe it was found to be full of gasoline, which overflowed, and, unnoticed by him, ran over the floor toward the lantern. A small puff of the explosion followed, igniting the gasoline on the floor and conveying the flame to the oily woodwork on the engine house, which in a moment was ablaze. The eltr. was burned to the ground, with 12,000 bus. of wheat and 1,000 bus. of flaxseed. The company's loss is heavy, but insured. Mr. Moe had his face and hands severely burned in making his escape from the building. The damaged grain and coal was purchased for \$7,000 by Spokley Bros. of Neilsville.

Duluth, Minn.—The Board of Trade was visited Oct. 19 by a party of millers from New York who submitted a complaint against the grading of wheat, alleging that wheat that shud weigh 57 pounds according to the rules has been found to weigh only 55½. The Duluth eltrs. were accused of mixing to get a grade that just came above the line. The eastern millers were: H. W. Davis, of the Rochester Milling Co., of Rochester, N. Y.; George Urban, Jr., of the George Urban Milling Co.; L. H. Meech, of the Niagara Falls Milling Co.; John Esser, of the Banner Milling Co.; E. D. Ingraham, of Thornton & Chester, of Buffalo. With them was J. D. Shanahan, chief inspector at Buffalo. C. F. Staples and J. G. Miller, of the Minnesota state railroad and warehouse commission, and Chief Inspector F. W. Eva were also present.

## MISSOURI.

Moberly, Mo.—Edw. W. Roberts has sold his grain business to W. T. Miller.

St. Joseph, Mo.—All creditors of W. H. Harroun have agreed in the appoint-

ment of a committee composed of Henry C. Haarstick of St. Louis; A. C. Stewart, of St. Louis, and W. T. Kemper, of Kansas City, to settle the indebtedness, in conjunction with an advisory committee of three composed of James A. Patten, C. S. Jobes and E. W. Snyder.

Kansas City, Mo.—Suit for an injunction to restrain J. W. Radford, chief inspector, from weighing or inspecting grain at any of their eltrs. has been brot by the Midland Eltr. Co., Harris, Scotten Co., Grant W. Kenny Grain Co., John I. Glover and Brodnax & McLiney, giving six good reasons to show that the Kansas Grain Inspection Act is void and unconstitutional. The payment of a fee of 50 cents both in and out of the eltrs. is alleged to be unreasonable. The fact that the Kansas City Board of Trade has established a weighing dept. makes the state's service unnecessary. The suit was brot by the firms operating eltrs. at Argentine and Kansas City, Kan., only after mature consideration, and will be prosecuted until the political tax on the producers has been done away with.

## ST. LOUIS LETTER.

Fred Seele has returned from a hunting trip down the Mississippi. He shot—

Several lots of new corn have been sold to this market for December delivery. As far as can be learned, all was sold on 3 or better basis, and is coming from the west.

At the closing of the week ending Oct. 22 stocks of grain in public eltrs. at St. Louis and East St. Louis were: Wheat, 3,088,386 bus.; corn, 2,415 bus.; oats, 1,103,586 bus.; rye, 7,113 bus., and barley, 23,107 bus.

The hay market is again being deluged with low grade hay. As all the warehouses are pretty well stocked up with this quality of hay, as a result of heavy shipments of same some months ago, the stuff is not selling except at low figures. Good hay, however, is in excellent demand.

Owing to excessive weighing charges at some of the west end scales, the Weighing Bureau has been requested to install weighers at various warehouses in the vicinity of the Hay Exchange. This will no doubt increase the revenue of the bureau, insure good weights, and possibly lessen the weighing charges.

Stocks of oats continue to increase even in the face of light receipts. This may be accounted for by the fact that shippers have been practically out of the market all season. Some seem to think that prices are getting down to a shipping basis, and are in hopes that a material decrease in the visible will be shown in the near future. We hope so anyway.

The suit of E. H. Young & Co. against the Louisville, Henderson & St. Louis Ry. for violation of the Interstate Commerce laws was withdrawn. It seems the Ry. Co. was charging 10 cents per cwt. on oats to one of the Southern points, whereas the rate on corn and wheat was only 4 cts. per cwt. If suits of this kind were instituted when rates are not as they shud be the grain trade in general wud be benefited.

Considering the fact that our markets have been very active for the past several months, pit trading has been comparatively light. Reports of a similar

nature come from other western markets. Bucket shops, however, are thriving, and their business seems to be on the increase. If the country speculator, especially, wud stop to consider that orders sent to a bucket-shop have absolutely no influence on the market, better business in the legitimate markets wud be the result. The general argument is that his "little order don't count," but the old adage of "every little helps out" shud be remembered.—Louis I.

## NEBRASKA.

Sholes, Neb.—E. W. Clossen will build an eltr.

Syracuse, Neb.—N. F. Carpenter has built a 15,000-bu. eltr.

Turlington, Neb.—The Duff Grain Co.'s eltr. is about completed.

Clatonia, Neb.—R. H. Thorp of Lincoln has bot J. H. Steinmeyer's eltr.

Ceresco, Neb.—The Updike Grain Co. has bot two improved Hall Distributors for its eltr.

Hardy, Neb.—O. D. Althouse has purchased the eltr. formerly managed by James Gray.

Spaulding, Neb.—E. H. Cramer has installed an improved Hall Distributor in the new eltr.

Wilcox, Neb.—William Bruce has sold his coal business to the Wilcox Grain & Shipping Co.

Roseland, Neb.—J. R. Pope, who has closed his eltr., will resume business about Nov. 1.

Stromsburg, Neb.—John Erickson has succeeded Erickson Bros. in the eltr. and live stock business.

Gilead, Neb.—The capacity of the McLucas eltr. has been increased by an addition which is almost completed.

Bancroft, Neb.—The Peavey Eltr. Co. is equipping its eltrs. here and at Wausa and Bloomfield with Hall Distributors.

Platte Center, Neb.—Mrs. K. A. Kehoe's warehouse was burned Oct. 11. The loss is about \$12,000 with \$5,000 insurance.

Auburn, Neb.—James Taylor has bot an 8x14, 4-ton Howe Wagon Scale of the York Foundry & Engine Works, for his eltr.

Western, Neb.—The McCann Grain Co. incorporated, \$25,000 capital stock; incorporators, E. McCann, C. E. McCann and C. A. Cross.

Papillion, Neb.—J. C. Wright & Son will build a 5,000-bu. eltr. to be fitted with dump, hopper, scale and gasoline engine for power.

Waco, Neb.—The Farmers Eltr. Co. has placed an order with the York Foundry & Engine Works, for a 500-bu. Howe Hopper Scale.

Gretna, Neb.—The Gretna Farmers Eltr. Co. has brot suit against its agent, O. C. Higby, to recover \$2,809 alleged to have been embezzled.

Davey, Neb.—The Farmers Shipping Assn. has obtained an order of court returnable Nov. 15 requiring the Northwestern Road to grant a site for an eltr.

Berlin, Neb.—The Duff Grain Co. has bot 2 Howe Gasoline engines of the York Foundry & Engine Works, one to be installed at this station and one at Nemaha.

Crete, Neb.—The old Andrews eltr.,

owned by W. H. Ferguson of Hastings, which has stood idle for years, is being put in thoro shape and will be opened by W. W. Ward of Edgar.

Unadilla, Neb.—The Farmers Eltr. has been incorporated—\$8,000 capital stock; incorporators, J. W. Bassett, W. N. Pickerill, H. P. Farnsworth, W. V. Thiele and Thos. Rodaway.

Blue Springs, Neb.—The Blue Springs Farmers Eltr. Co. has let the contract for the equipment of their 40,000-bu. eltr. to the York Foundry & Engine Works. Howe Scales and Howe Gasoline Engine will be installed.

Crete, Neb.—The Crete Grain & Live Stock Assn. incorporated; capital stock, \$15,000; incorporators, J. F. Maryska, J. Fritz, J. W. Sindelar, F. Jelinek, Frank Stipek, F. R. Maca, F. Nedelek, Frank Kubes, jr., and V. Gerner.

Omaha, Neb.—The new firm which has recently begun business in the Board of Trade bldg. at Omaha under the name of the Nebraska Grain Assn., has no connection whatever with the Nebraska Grain Dealers Assn.; and the secy. requests that any mail intended for the Nebraska Grain Dealers Assn. in the future be addressed to H. G. Miller, Secy., Board of Trade Bldg., Omaha, Neb.

## NEW ENGLAND.

North Hanson, Mass.—W. W. Cope-land & Co. are building an eltr.

New Milford, Conn., Oct. 19.—This is a tobacco section, so feed stores are busy from Jan. to May. Prospects are for a large trade this season, no great stock on hand as all the dealers are waiting for a hoped-for decline.—T. Soule Co.

## BOSTON LETTER.

The week ending Oct. 15 will go on record as one of the dulllest in the history of the port of Boston with regard to the export of grain, for not a bushel of cereal was shipped from here.

Edgar H. Baker, former private stenographer to Secy. Preston of the Boston Chamber of Commerce, has become a member of this assn. and has entered the employ of Horace Cook, a prominent grain broker.

N. J. Brogan, Boston representative for the Nye & Jenks Grain Co., will leave for Chicago where he will take charge of this firm's cash grain business. He will become a member of the Chicago Board of Trade. Arthur McBrine, formerly with J. A. Yantis of Boston, will take N. J. Brogan's position on the Boston Chamber of Commerce floor.

Bernard Corr, editor of the official market report of the Boston Chamber of Commerce, was recently presented with a well filled purse of gold, by the committee on market reports of the Chamber. Accompanying the gift was a list of the donors' names and the following expression of good will: "The undersigned, desiring to express their appreciation of Mr. Bernard Corr's sterling worth as a man, and his valuable and absolutely honest market reports, unite in presenting him with this testimonial of their good will and esteem on the 50th anniversary of his marriage.—H. B.

## NEW JERSEY.

Morristown, N. J.—Jno. Hannon has purchased the grain business of the late E. T. Caskey.



## NEW YORK.

New York, N. Y.—Rules for trading in pig iron have been adopted by the Produce Exchange.

New York, N. Y.—The Produce Exchange is organizing a clearing house as a separate corporation.

Buffalo, N. Y.—The name of the chief grain inspector at Buffalo is John D. Shanahan; and certificates bearing the signature of any other Shanahan are not official.

New York, N. Y.—Price, Adams & Co. of New York City, incorporated—\$50,000 capital stock; to deal in grain, coffee and cotton; incorporators, E. H. Adams, of Brooklyn, and Alfred Price and T. E. Hunter, New York.

New York, N. Y.—In addition to buying the certificates of deceased members the Produce Exchange has recently adopted a rule permitting the exchange to purchase and cancel the certificates of members leaving the exchange for any cause.

New York, N. Y.—The post office has issued a fraud order against Franklin Everhart & Co., who have been conducting a discretionary pool in wheat. It is said that during the past year the concern has handled nearly \$1,000,000 invested by dupes.

New York, N. Y.—Embargoes on hay have been raised, but receipts do not increase materially, owing to the low prices now ruling. With the light trade of the past few weeks, and showing no prospect of immediate improvement, we wud say, that early shipments will probably be tully as profitable as to hold on.—Gilbert Plowman & Co.

Buffalo, N. Y.—Geo. Urban has received samples and offers of Russian wheat from a firm at Amsterdam, Holland, which believes that the price of wheat in the United States is now so high that a few more cents difference will enable American millers to pay the 25 cents duty. The prices asked range from 96c to \$1.05 per bu.

## BUFFALO LETTER.

Chief Inspector Shanahan has gone to the Northwest and will look over the general wheat situation while attending the grain-grading meeting.

The October meeting of the trustees of the Chamber of Commerce did not take up the new building project as the report of the committee was not ready, but it is stated that fair progress is making, so there is a continuation of the former quietness of the grain dealers, most of whom wud be glad of a better location. Five new members were elected.

Some of the users of grain in the city who are without eltrs. of their own are complaining of very slow handling and wud be glad to see a new steel eltr. built in the harbor somewhere north of Buffalo River, which also suggests a complaint of the Buffalo Creek Railway, that has the handling of the grain out of eltrs. for the territory on the lake side of the river.

The grain inspectors are taking a long breath again, on account of the big decline in the receipts of oats by rail and the failure of corn to take its place. Of course there is no wheat of account to take care of. The inspectors complain that grain cars are terribly scattered when they come inside the city. It is

often better to meet them at Dunkirk, 40 miles away.

In the project to build a connection of some sort from the Marine eltr. to the Washburn-Crosby Mill, crossing a street and a railroad track, an important problem presents itself. It is believed that grain will run in a spout with a 12-foot run to a 5-foot rise, tho the experiment has not been made yet at the eltr. If something of this sort can be obtained it will be much cheaper than to build a conveyor, as was extended to the mill lately from the Frontier eltr.

Winter storage contracts are coming in liberally now, so far as the steel eltrs. are concerned, most of them already reporting about all they can take care of. It seems certain that this class of eltr. will be well patronized hereafter, whether the deal with the New York Produce Exchange brings any new business or not. The wooden eltrs. are of course considerably handicapped, but ought to do something also. It is hoped that the summer's losses can be made up.

The harbor eltrs. are very full of grain, tho the official report shows less than 4,000,000 bus., with a measured capacity of about 20,000,000 bus. This fall there is a very large number of small lots going thru, eastern buyers taking much smaller amounts than usual. Lake grain is coming in faster than formerly and if it shud run up to anything like former falls there wud be any amount of trouble, especially as soon as the canal closes, for the railroads are shorter of cars than ever before so early in the fall.

Not long ago the grain committee was notified by an eastern buyer of grain here that he had received private certificates with a consignment of corn that was not up to official grade. The committee forwarded the complaint to the trustees with recommendation to act on it, which was done, the member being forbidden to continue the practice. There is also intimation that other members are mixing wheat and selling it off-grade in the same way and action will also be taken in that trade if it is not stopped, for the trustees are bound to maintain the integrity of business here. It is not pleasant to take up such matters either in print or otherwise, but it is better to do so now than wait for outsiders to do so, as they are not likely to be very charitable. It is reported that a New York trade journal has mentioned it already in no very flattering manner. Still it shud be said that the abuse appears to be confined to two or three members and it will be stamped out as soon as possible.—J. C.

## NORTH DAKOTA.

Glenburn, N. D.—W. W. Sheppard is building his eltr.

Lehr, N. D.—Gackle & Geigenhagel have completed their eltr.

Glenburn, N. D.—Shepard & Sowle are building a 35,000-bu. eltr.

Alice, N. D.—A. McAuley has taken charge of the new Dakota Eltr.

McHenry, N. D.—Magnus Anderson's eltr. is rapidly nearing completion.

Harvey, N. D.—Gottlieb Kalk has completed and is operating his new eltr.

Kulen, N. D.—The Powers Eltr. Co. has opened its eltr. with Peter Karpen as agent.

Edmore, N. D.—The Heising Eltr. has been sold to the Farmers Eltr. Co. for \$7,000.

Milnor, N. Dak.—The Consolidated Eltr. Co. is rebuilding the eltr. which was burned Oct. 4.

Mohall, N. D.—Foster & Colthorp of this place will build an eltr. at the new town of Straubane.

Glenburn, N. D.—D. L. Lytle, formerly of New Rockford, has engaged in the grain business here.

North Shore, S. D.—The Northwestern Eltr. Co., whose eltr. was destroyed by a cyclone, is rebuilding.

Michigan City, N. D.—The Imperial Eltr. Co. has bot the independent eltr. formerly owned by Oliver Knudson.

Deering, N. D.—H. C. Webb has the foundation of his new eltr. completed and the building will be erected as rapidly as possible.

Ray, N. D.—The Delaney Eltr. Co. has appointed Scott Smith as its grain buyer and has promoted former buyer, C. Hurd, to the superintendency of its fourteen houses.

Hazleton, N. D.—The farmers and business men are erecting an eltr. to be 24x29 feet, which will be operated as an independent eltr. It will be built by Honstain, Bird & Co. The Victoria Eltr. Co. is building its eltr. here.

## OHIO.

Toledo, O.—Underwriters are said to be cancelling policies on Eltr. A.

Read account of Miami Valley Assn. meeting elsewhere in this number.

Clinton, O.—The Clinton Milling Co. has succeeded Geo. F. Sager & Co.

Cincinnati, O.—The Chamber of Commerce has appointed C. E. Fish public weigher for the B. & O. S. W. Ry.

Canton, O.—The grain committee of the Board of Trade contemplates organizing a stock company to build a large eltr.

Cincinnati, O.—David Rothschild, of Davenport, Ia., has been admitted to membership in the Chamber of Commerce.

Bellevue, O.—Jesse Buckingham, of Monroeville, and Irvin T. Fangbner have formed a partnership and will conduct a wholesale grain, feed and seed business.

Toledo, O.—The Cronenberg Stock & Grain Co. incorporated, \$100,000 capital stock; incorporators, A. M. Cronenberg, W. Hurst, Scott Ross, E. L. Bradbury and N. M. Kent.

Cincinnati, O.—Commissioner E. E. Williams of the Receivers and Shippers Assn., will take up with the railroads the injustice of charging demurrage on cars that can not be switched on account of embargoes.

Louisville, O.—Gehman, Lautzenheiser & Co. have completed an eltr. containing four grain bins with a capacity of 2,000 bus. each and a hopper scale bin with a 500-bu. capacity. A gasoline engine has been installed.

Cincinnati, O.—Henry Heile & Sons have let the contract to the Burrell Engineering & Construction Co. for the rebuilding of their eltr. and warehouse, and will erect a 25,000-bu. eltr. in connection with the plant.

Cincinnati, O.—The Chamber of Commerce has adopted resolutions approving

the grain judging contest and permanent exhibit planned by the Grain Dealers National Assn. at the National Live Stock Exhibition, Chicago.

Carey, O.—I want to compliment the Grain Dealers Journal. From it I receive plenty of information that is of benefit to me in a great many ways. The changes from time to time among the dealers as reported by the Journal is of good service to me.—Walter S. Snyder.

Cincinnati, O.—The city ordinance recently passed making it unlawful to sell hay or straw in bales unless the gross and tare weights are marked on each bale, is being investigated by the Chamber of Commerce to determine whether the ordinance will affect sales on the floor.

Toledo, O.—Grain thieves have been stealing hundreds of bushels from cars on track. Holes are bored in the floors of the cars and the grain collected in sacks. In this way 50 bus. was taken in one night from one car. A watch has been set to catch the rascals, who are believed to work in gangs.

Columbus, O.—David McDonald has been appointed receiver for a small eltr. on the west side, under a bond of \$1,200. He was appointed at the instance of a suit filed by John T. Swarbrick and W. A. Williams against C. J. Stoeckle, two of the members of the eltr. company against the third, who was accused of disposing of some of the firm's assets.

Columbus, O.—The Ohio Grain Dealers Mutual Fire Insurance Assn. has \$680,000 at risk and so far in 1904 has had but one loss of any consequence. Total loss for 1904 to Oct. 14 less than \$1,500. This is phenomenal and we attribute much of our success to our frequent inspections and the education we give our policyholders in caring for their risks.—J. W. McCord, Secy.

## TOLEDO LETTER.

Bollmeyer & Parsons have succeeded Hawley & Parsons, F. W. Hawley retiring. The new member is Fred J. Bollmeyer.

It will probably be Dec. 1 before the contemplated repairs now being made to the Toledo Produce Exchange building will have been completed. The building will then be considered nreproof.

The first cargo of hard spring wheat from the Northwest was received at this port a week ago last Saturday. The cargo consisted of 83,000 bus. and graded No. 1. It was stored in the eltrs. of the National Milling Co.

It is rumored that the Lynn Street Milling Co. is soon build a large mill and eltr. on the East Side. The company is now looking for a site, and will in all probability locate on the Toledo Terminal Belt line which encircles the city.

Charles R. Birt, who has been with Reynolds Bros. for six years past, will leave the first of the month on an extended trip to St. Louis, down the Mississippi to New Orleans, then into Old Mexico and Central America. He will be gone until next spring at least.

Paulding, O.—Baldwin Herzer, aged 58 years, died Oct. 13. He built the first grain eltr. ever erected in Paulding county. Last spring, upon the organiza-

tion of the Farmers Grain Co., he was succeeded by this concern. Death was due to a stroke of paralysis received last May. Mr. Herzer was styled "the father of the eltr. business in Paulding county."

George E. Wagoner, who formerly conducted an eltr. at Stony Ridge, O., is building a new eltr. and feed mill on the East Side. The building will be 98 feet long, 26 feet wide and 40 feet high and is being built of concrete, brick, stone and iron, thus making it fireproof. The eltr. will have a storage capacity for 20,000 bus. The structure will cost \$10,000 and it is expected to be completed by the first of the year.

"Toledo as a grain port is not what it was some years ago," said T. J. Southard, vessel agent. "Only one straight cargo of grain has been shipped out of this port this season, and that consisted of 60,000 bus. for Buffalo sent by Reynolds Bros. and the United Grain Co. in June. Very few of the former grain boats are now in service. Of course there have been a number of other shipments during the season, but these have been very small and not straight cargoes. The trade has been growing less year after year, and this season it is the lowest it has ever been. I believe the railroads are responsible for this change. Rates used to be cheaper by water than by rail, but it is vice versa now. The eltrs. are not doing the business they used to. Instead of grain being stored here over winter it is being shipped immediately to its destination."—H. D.

## OKLAHOMA

Kingfisher, Okla.—The Kingfisher Mill & Eltr. Co. has appointed J. R. Lankard as its manager.

Oklahoma City, Okla.—The Empire Grain Co., of this place, has been granted a charter to do business in Texas.

El Reno, Okla.—The Canadian County Mill & Eltr. Co. contemplates the erection of a 1,000-bbl. mill adjoining its present plant.

## OREGON.

Salem, Ore.—The Portland Flouring Mill Co.'s warehouse, valued at \$50,000, and fiber flax owned by Eugene Bosse, valued at \$50,000, were destroyed by fire Oct. 16. The fire is said to have been caused by incendiaryism. Insurance on the building, \$7,000.

Portland, Ore.—A car shortage has forced shipments of grain to Chicago to stop. Not more than one-third of the 15,000,000 bus, but has been forwarded to the east. Some of the wheat from the coast is being ground by mills at Fergus Falls, Minn.

Portland, Ore.—The British ships Eskasoni and Hartfield have completed their cargoes for the United Kingdom. The Eskasoni has on board 27,500 barrels of flour and 11,727 bus. of wheat valued at \$106,000. The exporters are the Portland Flouring mills.

Portland, Ore.—The Chamber of Commerce has adopted the following grain standards: Walla Walla wheat, white, 59; red, 59; bluestem, 59; Red Russian, No. 1, 58; Red Fife, No. 1, 58; barley, brewing, 47; barley, feed, 43; oats, Eastern Washington, 37.

## PENNSYLVANIA.

Bloomsburg, Pa.—James Reichard has bot, and will convert the building formerly used as a foundry, into a grain warehouse.

Philadelphia, Pa.—Capt. John O. Foering, President of the Chief Grain Inspectors Assn., has just returned from a Western trip which included Chicago and a week at St. Louis.

York, Pa.—C. H. Demproof has sold the following mills which he bot at the receiver's sale of the Eastern Milling & Export Co.: The Lancaster Mill, Lancaster, Pa.; the Fairview Mill, Columbia, Pa.; the Mountain City Mill, Frederick, Md.; the Philadelphia Mill, Philadelphia, Pa.; the Godschall Mill, Lansdale, Pa.; the Penn Mill, Hanover, Pa.; the Hanover Mill, Hanover, Pa., and the Morehead Mill, East Waterford, Pa. All of these mills with the exception of the Lancaster Mill will continue in operation. They are being run to full capacity and show satisfactory earnings. The Lancaster Mill will be dismantled.

## PITTSBURG LETTER.

Millfeed has taken a step backward in the matter of demand within the last couple of weeks, and prices are no more than maintained, the trend of the market being downward.

Receipts in all lines show a falling off, receivers not showing any anxiety to hurry shippers in the matter of making consignments while there is the existing slack demand.

The hay situation is not satisfactory. While there is a good demand for good, clean timothy, prices are held so high that profits are almost out of reach. There is still much of the Western Pennsylvania crop remaining in the market, and this interferes considerably with the sales of consigned hay.

When Chicago oats prices slumped Pittsburgh quotations held firm. Now that the western situation is showing signs of recovery there is a more depressed tone here, altho there is moderate degree of activity, and no real decline, simply a little shakiness. Shipments are sufficient, and request is less active than it was.

The Grain Trade Assn. of Pittsburgh is gaining ground, and its members are more than pleased with its workings. There are still some wholesalers who have not joined, but accessions are being made. The credit plan adopted by the organization is working most successfully, and the information obtained thru this channel has saved many a bad account. Members of the assn. say it is well worth the money.

Following in the footsteps of assns. in other centers of trade, the Pittsburgh Grain and Flour Exchange has decided to issue semi-weekly, in place of the present small circular of prices, a more comprehensive table of statistics which will give shippers fuller information and enable them to understand the drift of market prices more intelligently. Subscriptions are asked for from shippers, to whom subscription blanks have been sent for this purpose. This semi-weekly report will be in no sense a newspaper, but will be a compendium of prices and other statistics.

The season of the year is now at hand for the active movement of new ear



corn, and, to avoid trouble, shippers are particularly requested to exercise great care in shipping. It is best to use stock cars where it is possible to secure them, as much better ventilation is provided by these carriers. Where it is found absolutely necessary to use box cars, doors should be left open sufficiently to allow the free passage of air, that there be no heating. Box cars sent forward tightly closed have caused much annoyance and loss in times past which it is desirable to avoid in future, and much of it will be eliminated if just a little watchfulness and care be used. Only small cars of new ear corn are wanted, large ones being difficult to handle. Drafts should be made only for acceptance upon arrival of cars. Shippers will please give this item particular attention. New ear corn is being offered for shipment now, and it is more than likely there will be a number of consignments this week.

Last summer the Pennsylvania lines west of Pittsburgh positively refused to deliver any cars, whether shipped to order or straight, without surrender of the original bills of lading. Later an arrangement was made whereby straight shipped cars could be handled without the bill of lading when the receiver signed a private indemnity bond of the railroad company. A movement is now on foot to abrogate this arrangement, and force all dealers to execute an annual indemnity bond of a trust company in sufficient amount to protect the carrying company. Of course this would not be a large bond, but some receivers think there might be endless complications arising from this procedure, and hesitate to accept the new regulation at least without protest. Others are of the opinion that there would not be much harm in compliance with the rule. So far the dealers have only been approached individually by officials of the Fort Wayne line, and no notification has been formally presented to the Exchange. Should such communication be received there will be some action taken by that organization.—C. H.

### SOUTH DAKOTA.

Watertown, S. Dak.—Thos. McBath is enlarging his eltr.

Sisseton, S. D.—The Farmers Eltr. Co. will build an eltr.

Centerville, S. D.—T. I. Gunderson has secured a site for his eltr.

Summit, S. D.—Bagley Eltr. Co.'s eltr. was destroyed by fire recently.

Freeman, S. D.—Dewald & Walters have bot Schamber Bros.' eltr.

Delmont, S. D.—Carlson & Beardsley have succeeded the Carlson Eltr. Co.

Parkston, S. D.—Doering, Kayser & Co. with C. Rempfer have two eltrs. here with a capacity of 30,000-bu. each.

Fullerville, S. D.—The Sioux Grain Co. will build an eltr. and will equip it with improved machinery and dump scales.

Yankton, S. D.—The Sioux Grain Co. is building an eltr. to be equipped with dump scales and improved machinery.

Parkston, S. D.—The South Dakota Grain Co. bot 8 eltrs. of L. N. Loomis, Oct. 13. This company is now operating eltrs. at the following stations in S. D.: Tripp, Ethan, Alexandria, Marion Junction, Worthing, Canton, Harrisburg, Baltic, Geddes, Lake Andes, Wagner, Loomis, Letcher, Wessington Springs, Lane, Woodssocket, Alpena, and one in Hull,

Iowa. At six of these stations coal is handled. The officers of the company are John Schmierer, Jr., pres.; John Kayser, sec. and treas.; John Doering, Mgr.

### SOUTHEAST.

Talladega, Ala.—T. C. Bingham will build a corn mill with a 10,000-bus. eltr. with modern equipment.

Charlotte, N. C.—The Adams Grain & Provision Co. is building a warehouse which it expects to occupy in January.

### TENNESSEE

Nashville, Tenn.—The Southeastern Millers Assn. held its annual meeting Oct. 11.

Nashville, Tenn.—The Nashville Grain Dealers Assn. has elected Luke Lea as its attorney.

Lewisburg, Tenn.—The Lewisburg Mill & Eltr. Co., it is reported, will again be under the management of W. O. Bills.

Kenton, Tenn.—The West Tennessee Grain Co., in charge of J. Moore, is a branch of the Morgan-Hardy Grain Co.

Fayetteville, Tenn.—H. K. Holman has placed orders for machinery to be used in a corn shelling plant which he is building.

Nashville, Tenn.—A new bank will be organized here; it is to be called the Grain Dealer's Exchange National Bank. Local grain dealers are to be the stockholders.

### TEXAS.

Abilene, Tex.—J. L. Myers has closed out his grain business.

Troy, Tex.—Garrett & Maeldgin have succeeded R. N. Garrett & Co.

Hillsboro, Tex.—E. E. Griffin's granary near Itaska was burned Oct. 8. Loss \$4,000.

Beaumont, Tex.—McKie & Young Grain & Feed Co.'s warehouse was burned.

Hillsboro, Tex.—E. E. Griffin's granary, containing seed oats, was burned Oct. 6. Loss \$4,000.

Eaglelake, Tex.—New machinery, including a rice grader and a weed seed separator, has been installed in the rice mill.

Elsewhere in this number will be found a full report of the meeting of the Texas Grain Dealers Assn. held at Dallas, Oct. 13.

Fort Worth, Tex.—The Sanger Grain Eltr. Co. is building an eltr. of 40,000 bus. capacity which it expects will be ready for occupancy about the middle of Nov. It will continue to operate its eltr. at Sanger.

Arlington, Tex.—The Arlington Grain & Milling Co. with branch offices at Fort Worth, incorporated to do a general grain and milling business, \$10,000 capital stock. Incorporators, S. H. Ransom, W. M. Andrews, Jas. Ditto, M. Ditto, and M. F. Turner.

### UTAH.

Salt Lake City, Utah.—The Salt Lake Commission Co. has sold its grain and hay business to Anderson & Hanson.

Salt Lake City, Utah.—The Vogeler Seed & Produce Co. is building a three-story warehouse of brick and stone to be 60x125 feet. Modern machinery for handling grain and alfalfa seed will be installed.

Salt Lake City, Utah.—An informal meeting of the Flour and Grain Dealer's Exchange was held Oct. 10th. It was the unanimous opinion of the members in attendance that unless radical steps were taken to prevent it that every pound of wheat now stored in the state would be shipped out before the first of the year. Last year at this time wheat was selling at \$1.25 a hundredweight, now there is a steady demand at about \$1.55 a hundredweight.

### WISCONSIN.

Fairwater, Wis.—Smith & Schmuhl have sold their eltr. to C. W. Kuehn.

Independence, Wis.—The Cargill Eltr. has been completed. The machinery in Sprecher's eltr. is being installed.

In some parts of Wisconsin rye is bot at 60 pounds and at other points at 50 pounds to the bu.

La Crosse, Wis.—The Minnesota State Inspection has been discontinued. Inspector Maxfield has been recalled to Minneapolis. Receipts of Minnesota grain have been light.

Milwaukee, Wis.—The case of Carl H. Bauman, charged with fraudulent trading, has been continued to Dec. 2 on account of the absence of Wm. C. Duell, local mgr. for Bartlett, Frazier & Carrington.

Milwaukee, Wis.—The C., M. & St. P. R. R. Eltr. C was burned on the afternoon of Oct. 17, with 3,500 bus. barley, 15,000 bus. oats and 900 bus. wheat. The house had a capacity of 350,000 bus.; fortunately 103,000 bus. had been shipped out a short time before. Loss, \$70,000. A second fire broke out in the ruins Oct. 21. The railroad company is undecided whether to rebuild.

### MILWAUKEE LETTER.

A good deal of wheat is now being sent east by lake and the shippers are strong competitors for the millers.

The plundering of the creditors of bankrupt concerns by receivers, attorneys and others, whose "services" are necessary to wind up the affairs, has been given a hard rap by Federal Judge Seaman in the now celebrated case of the Hadden-Rodeo Co., which is still dragging out its tortuous course. In court the other day he openly denounced what he termed "spurious" charges and stated positively that none such would be allowed.

Milwaukee is badly in need of a large, well-equipped modern elevator, and it is fervently hoped by local grain men that the railroad company which has a practical monopoly of the carrying trade to this city from the larger part of the northwest will not continue to pursue the niggardly policy that has put this market so far behind others of relatively less importance in respect to terminal facilities. An excellent opportunity is now offered to put up a first-rate storage and transfer house on the site of the burned elevator, which is the best of its kind in this locality.

The Erie & Western Transp. Co. is making laudable efforts to give this port the kind of service its rapidly growing lake trade warrants. The mammoth steel freight steamer Tionesta has just been transferred from the Duluth to the Milwaukee run and will ply between here and Buffalo. At least two and possibly three more boats will be built by that line and put into commission next season, and

a fourth is nearing completion. Cargoes and part-cargo shipments are now being rushed down the lakes from Milwaukee and Eastern shippers are doing a very profitable business, judging by its volume.

The C., M. & St. P. Ry. Co. has been making strenuous efforts to increase its rolling stock to such an extent that car shortages will henceforth be less frequent. A party of Milwaukee business men was recently taken by General Agt. Dodsworth in a special train to inspect the enlarged shops of the road at West Milwaukee, where a large force and equipment is employed in building freight cars. The results of the work thus far done are very apparent this season, as that company is taking care of its business at country stations with marvelous dispatch compared with former years. New engines are being put on the road as fast as they can be turned out both here and in the east.

The new commissions rule, action upon which has been deferred, provides for a charge of 1c per bushel on wheat, barley and rye; 1/2c on corn and oats; 1 per cent on flax and clover in carload lots and 1 1/2 per cent in less; 1 1/2 per cent on other grass-seeds in carloads and 2 per cent in less, and 50c per ton on hay, with a minimum charge of \$5.00 for car.

For buying and shipping grain in 5,000-bu. lots a charge of 1/2c per bu. is allowable, and where the property is covered by warehouse receipts that merely change hands, 1/4c per bu. For less than 5,000 bus. so disposed of the rate is fixed at 1/2c per bu.

Members of the Chamber of Commerce are entitled to half the regular rates, as heretofore.

In addition there shall be charged such legitimate expenses as are necessarily incurred in caring for the property and guarding the interests of both consignor and consignee, including interest on advances at current rates. Commission merchants, however, may be permitted to omit charging interest on drafts drawn against bills of lading for consignments for an amount not in excess of the net proceeds, though this permission is not in any case to be applied where a division of commission is allowed. Nothing in the rule shall be construed as forbidding any special agreement between consignor and consignee by which a higher rate of commission may be charged in special cases.

Brokerage charges are permitted between members of the Chamber at a minimum of 1/4c per bu. on wheat, barley and rye and 1/8c per bu. on corn and oats.

The penalty section is very specific and closely resembles the ban of excommunication pronounced upon heretics in the days of the Inquisition, in that it is so drawn as to leave no loop-hole for escape, so far as the ingenuity of its authors can prevent. All known evasions and subterfuges are directly and unmistakably condemned, the object being to give a fair and open field to all with no special favors of any kind. In case of proven violation of the rules a fine of not less than \$250 nor more than \$1,000 may be imposed, at the discretion of the directors.

The recommendations of the directors regarding the proposed commissions rule

will undoubtedly be adopted, but possibly with some modifications, as, despite its apparent fairness to all concerned, there are some of the specific features to which strong objection is taken by a number of receivers. For instance, a rate of 1c on rye is thot to be too high. That grain is handled on a much closer margin, as a general thing, than any other, and commission merchants argue that to require a charge of more than 1/2c, as at present, will compel country dealers to sell directly to terminal elevator companies and millers. It is also asserted that the iron-clad character of the rules will place firms of strict integrity at a disadvantage compared with any that may not scruple to adopt different methods, particularly as the various "evasions" resorted to can seldom be proved—if, in fact, they are discovered at all. That contention, however, does not seem to carry much weight. Owing to the opposition which has developed, the directors will proceed cautiously and give full opportunity for the consideration of the matter in all its aspects. The discussion is likely to bring out points of general interest to the trade, and the salient features of these will be referred to in the Journal later.—I.

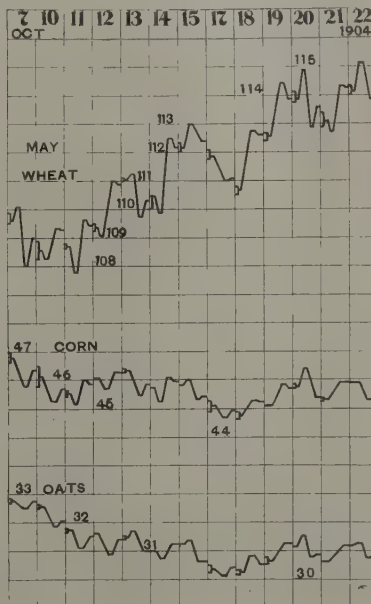
## Receipts of Wheat and Corn at Primary Markets.

Corn receipts at primary markets for the present crop year prior to Oct. 25 have been 46,628,783 bus.; against 52,221,057 bus. for the corresponding period a year ago.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Oct. 25 have been 90,471,894 bus.; compared with 82,930,291 bus. for the corresponding period of the preceding year.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for 2 weeks prior to Oct. 24 are given on the chart herewith.

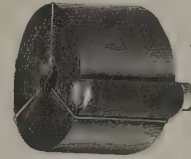


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## Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

**THE PRACTICAL GAS ENGINEER**, by E. W. Longenecker, M. D., Price, \$1.00.

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**THE GAS ENGINE HANDBOOK**, by E. W. Roberts, Price, \$1.50.

**GAS ENGINE TROUBLES AND REMEDIES**, by Albert Strittmatter, Price, \$1.00.

For any of the above address,

**Grain Dealers Journal**

255 La Salle St.

Chicago, Ill.



# Crop Reports

## CANADA.

Winnipeg, Man., Oct. 20.—The following report of the crop of Manitoba and the Territories has been issued by the Northwest Grain Dealers' Assn.: Wheat, 3,420,411 acres at 17.5 bus. per acre, 59,857,190 bus.; oats, 1,205,960 acres at 37 bus. per acre, 44,620,520 bus.; barley, 392,569 acres at 26.8 bus. per acre, 10,520,350 bus.; flax, 46,540 acres at 11.4 bus. per acre, 530,560 bus. Percentage of wheat No. 4 and under, 30 per cent. Percentage of threshing done, 65 per cent. Wheat inspected and passed Winnipeg, 7,000,000 bus.—Frank O. Fowler, Secy.

## ILLINOIS.

Ospur, Ill., Oct. 24.—Acreage of corn and oats, normal. Oats yield fair quality, splendid. Corn yield up to a full average, or better. Condition good. Husking general this week.—J. M. Ledden.

Panola, Ill., Oct. 20.—Crop is good. Corn will go from 50 to 70 bus. to the acre. The quality is good and dry. Will do to ship to southern markets. Oats has moved some; the quality is good. I think prices for corn are too high and for oats too low. Weather is fine for corn.—B. F. Slenker.

Palestine, Ill., Oct. 20.—The acreage of corn is larger than last year. Yield about 50 bus. Quality will be good; it is all out of danger of frost. Wheat is looking fine; acreage is larger than last year and is needing rain. Last year's crop averaged about 22 bus. to the acre. The new crop of wheat is about all in. New crop of corn will commence to move about Nov. 10.—Wilson Grain Co.

## INDIANA.

Morgantown, Ind., Oct. 20.—Corn good. Wheat looks well altho nothing like an average crop sown.—Morgantown Milling Co.

South Bend, Ind.—Wheat crop nil. Oats fine quality and fair yield. Rye fine quality and small yield. Corn very uneven, mostly chaffy. Growing wheat and rye looking well, rather small acreage.—W. H. Barker.

Moran, Ind., Oct. 19.—Large acreage of corn, badly down; if farmers succeed in saving it I think crop will average 80 per cent. A large crop of oats in this locality. The farmers have a good many yet in store. Wheat was poor here, a small acreage being sown, not over 35 or 40 per cent.—D. S. Nees & Sons.

New Castle, Ind., Oct. 22.—The outlook for a good movement of corn is not good. While we have a light crop, probably two-thirds of an average, yet I believe there would have been a fair movement of corn to market if it had not been so badly down. There has been a small crop of wheat put out, but where wheat has been sown it is in good condition. There is probably a ½ crop of wheat sown. Oats were a good quality, but we do not raise many surplus oats for shipment as they are mostly fed at home.—Logan Henshaw.

New Albany, Ind., Oct. 20.—Corn in our vicinity is husking out better than we expected during Aug. and Sept. What is being brot to market is well filled and reasonably dry. The movement is small on account of the prevailing dry weather which is interfering with the husking. The acreage is about ¼ greater this year than that of last year. Wheat conditions are better with us now than any year since 1890. Many of our farmers are talking of yields of 35 bu. to the acre, and the average yield will be about 23 bu. to the acre. Acreage about the same as last year. There is a large acreage of wheat being sown here this fall, with some farmers holding back to get a good rain before sowing. A general complaint among farmers of the weather being too dry. Our oat crop was above the average in this vicinity, but farmers are not selling.—Thorn & Shine.

## IOWA.

Halbur, Ia., Oct. 19.—A good deal of grain marketed at this point this fall but the majority of it is yet to move. The corn crop is excellent. The farmers will start picking in about a week. They are feeling jubilant over the good crop, and prospects of a good price.—H. D. Anspach.

Hancock, Ia., Oct. 22.—Wheat crop almost a total failure in this locality this year, but corn is a splendid crop.—J. C. Lake.

Harlan, Ia., Oct. 18.—The corn crop is a good one in this section of the country and promises to be of good quality. Barley was badly colored and the farmers are holding for higher prices.—C. C. Rasmussen & Son.

Hayesville, Ia., Oct. 19.—Rye 1-5 acreage good yield. Wheat ½, good yield for the ground sowed. Barley full acreage, 40 bus. per acre. Oats half acreage, 50 bus. per acre. Corn ¾ acreage, 45 bus. per acre.—A. Bryant.

Havelock, Ia., Oct. 19.—About 80 per cent of usual acreage of oats sown yield about 35 bus. on the average and very good quality. Corn a little above the average acreage planted, and about 80 per cent well matured before frost came; will be a fair yield; the balance was mostly replanted late in June and will be soft corn, not fit for market. No wheat nor barley and very little flax. The flax is of excellent quality and good yield. We need three weeks of good drying weather to fit corn for cribbing.—J. D. Ryman, agt., Tiedeman Eltr. Co.

Hanford, Ia.—About 50 per cent of oats marketed. Quality was very good, yield about 35 bus. average. We had no reason to expect a corn crop here this season was so late, but the frost held off till we won out a pretty fair crop, yet there is hardly a field without spots that never matured right, and the best of it will need sorting to make a good quality corn. Weather has been so damp corn is not drying out for to crib, it won't be before Nov. 1 under the most favorable weather.—J. W. Tanner, Agt. Nye-Schneider-Fowler Co.

## KANSAS.

Hill City, Kan., Oct. 19.—The wheat harvest was almost a failure this year, but with a fair crop of barley and oats, and a large crop of corn soon to be gathered Graham Co. certainly has nothing to "kick" about.—H. C. Miller, local mgr. C. Hoffman & Son.

Hunnewell, Kan.—Almost everyone was disappointed with this year's wheat crop. They had figured it at from 20 to 25 bus. and when threshed it made from 10 to 15 bus. The acreage sown this fall will be less than last fall. The farmers are further behind with their seeding than for several years. It has been so dry they could not plow, and the wheat they have sown is lying on the ground without enough moisture to sprout it. Very little wheat is left in the farmers hand at this time, not over 15 per cent of the last crop.—R. S. Hunter.

## MARYLAND.

Corn husking in Maryland is progressing rapidly and phenomenal yields are being reported daily. A farm near Galena, Md., reports 25 acres, 70 bus. per acre, 50 acres near Massey 80 bus. per acre. New Galena 130 acres 70 bus. per acre, also in same locality 65 acres 65 bus. per acre.

## MICHIGAN.

Davisburg, Mich., Oct. 19.—Wheat a small acreage and a small yield, 8 to 15 bus. to the acre. Rye about the same as wheat in acreage and yield. Some buckwheat; a good acreage of beans and yield from 5 to 12 bus. to the acre. One-half the crop damaged 20 to 50 per cent.—W. S. Walls.

Lansing, Mich., Oct. 10.—Considerable damage was done by the frost to crops on low land where they kept growing instead of maturing. The final estimated yield of wheat per acre is 8. The quality is very poor and much of it will be unfit for milling purposes. It is difficult to estimate the total crop for the year, since much was plowed up last spring and some of it cut for hay; however, a conservative estimate of the crop for 1904 would be 5,500,000 bus. The total number of bus. of wheat reported marketed in the two months, August and September, is 311,736, which is 1,007,565 bus. less than reported marketed in the same months last year. The acreage sown this fall compared with an average is 86. The average date of sowing is Sept. 17. The estimated average yield of oats per acre in bus. is 33. The season has been unfavorable for corn and the yield will be below the average. The quality of much of it will be poor since it failed to ripen before the frosts came. The estimated average yield per acre is 28 in the state. Beans made a good growth this year and were in good condition at harvest time. Most farmers secured the crop in good shape though some damage has been done by the rains where they were late. The estimated yield of beans

is 13 bus. The estimated average yield of buckwheat per acre in bus. is 15.—Fred M. Warner, Secy. of State.

## MINNESOTA.

Mountain Lake, Minn., Oct. 18.—The threshing is practically finished in this vicinity and the yield is satisfactory. Wheat is grading mostly 1 to 2 Northern and is of a good color and quality. We have a good crop of oats and barley of good quality. Rye is rather poor and not much of it. Flax is good in quality but very little of it. The receipts are very small for this time of year due mostly to the low prices in the start and the biggest part is marketed. Coarse grain has been coming in very slow. Fall plowing is very well advanced and the ground is in good condition. Fall seeding looks good. Corn will make good feed but not much fit for market.—Mountain Lake Farmers' Eltr. Co.

## NEBRASKA.

Ponca, Neb., Oct. 20.—The acreage of both corn and oats is larger than usual and both cereals are fine in quality and large in yield. Corn, however, is about fifteen days late in getting in fit condition to crib. Farmers sold freely of oats and will do so of corn. Wheat is a very poor crop both as to quality and yield. Flax is a good crop. Only about half the number of cattle as usual are fed in this county.—Sam Bittenbender.

Primrose, Neb., Oct. 19.—Not a large acreage of winter wheat raised here. The yield was 15 bus., test 54 lbs. and poor grade at that. Spring wheat, very little raised and very poor. Oats was a fine crop yielding about 37½ bus. test about 32 lbs. Not much winter grain being put in here on account of poor yield and high price of seed. Corn is a fair crop, but the fall is somewhat damp and wet, which will not place it in very good condition for shipment, as most of the farmers have no cribs and pile it on the ground.—Jas. A. Gleason, Agt. Wells-Abbott-Nieman Co.

## NORTH DAKOTA.

Glenburn, N. D., Oct. 11.—Crops were fair this season, wheat averaged 12 bu. and flax about 10 bu.—D. L. Lytle.

## OHIO.

Eldorado, O., Oct. 18.—I have been having a good run of grain, especially oats, which was a good crop and of good quality. I have shipped 80,000 bus. so far. Corn will be a small crop but of better quality than last season. Wheat and clover were a very short crop and poor quality.—Chris Lohse.

Columbus, O.—The following report has been issued by the Ohio Department of Agriculture: Area of wheat sown last fall 1,901,773 acres, area plowed up 18 per cent, estimated area harvested 1,563,645 acres, product per acre estimated from threshers returns 11.9 per cent, total estimated product 18,693,067 bus. Crop of 1903 still in producers hands 7 per cent. Area of oats sown 1,381,998 acres, product per acre 41.3 bus., total estimate 57,117,200 bus., quality compared with an average 97 per cent. Area of winter and spring barley sown 35,398 acres, product per acre 27.5 bus., total estimate 975,192 bus., quality compared with an average 89 per cent. Area of rye sown 34,487 acres, product per acre 14 bus., total estimate 483,023 bus., quality compared with an average 90 per cent. Corn condition on Oct. 1 compared with an average was 73 per cent.

## SOUTH DAKOTA.

Revillo, S. D., Oct. 24.—The movement of grain to this market is very slow. Farmers are busy plowing. Wheat will average from 8 to 10 bus. per acre. Oats 35 to 50. Flax 10 to 20. Barley 10 to 35. The quality of wheat is No. 4. Threshing is about finished.—A. O. Ohrmundt.

Yankton, S. D., Oct. 20.—Wheat is very good here, yielding about 15 bu. per acre. Farther north it is very poor, some weighing 35 to 40 lbs. to the bu. We have had one of the finest oat crops that I have known here, and I have lived here 36 years. It is very heavy and yields about 40 bu. on the average. Corn crop also is very good. On account of the warm weather and having had no freezing frost, yet, picking has not begun. I think it will yield 40 or 45 bu. on an average.—A. L. Fahrenwald, agt. Atlas Eltr. Co.

## TENNESSEE.

Fayetteville, Tenn., Oct. 21.—New corn is coming in. This crop is good. Local dealers are paying 50 cts from wagons. A good deal of wheat is being sown.—H. K. Holman.

## Supreme Court Decisions

The meaning of technical terms used in expressing a contract made with a grain dealer in Boston, so far as they are terms of common use in the grain trade at Boston, are to be determined by such usage.—*Soper v. Tyler*. Supreme Court of Errors of Connecticut. 58 Atl. 699.

Where it was agreed in a contract for the shipment of hogs that the value for which the carrier should be liable should not exceed \$5 each, while their real value was two or three times that amount, the stipulation was unreasonable and void.—*Nashville, C. & St. L. Ry. Co. v. Stone & Haslett*. Supreme Court of Tennessee. 79 S. W. 1031.

The rule is that the consignor of goods is primarily liable for the payment of the freight, as the party making the contract, regardless of whether or not he is the owner of the goods, or whether the freight is secured by lien.—*Portland Flouring Mills Co. v. British & Foreign Marine Ins. Co.* Circuit Court of Appeals, Ninth Circuit. 130 Fed. 860.

Where a landlord authorize the tenant to sell hogs, a proportion of the proceeds of which he was to receive as rent, the purchaser was not bound to see that the tenant made a proper division of the proceeds, and the landlord could not disaffirm the sale to him if the tenant failed to make such division.—*Randall v. Ditch*. Supreme Court of Iowa. 99 N. W. 190.

In an action of claim and delivery for certain crops, where, under the facts found, defendant, a chattel mortgagee, had a superior right to the crops, and after satisfying his claim there would be no surplus for distribution to the other parties, the failure of the court to find on issues raised as to the respective rights of such other parties was harmless error, and insufficient to justify a reversal.—*Summerville v. Kelliher*. Supreme Court of California. 77 Pac. 889.

Where a seller takes a bill of lading, stipulating for delivery at the point of destination to himself, his order or assigns, it is evidence that, notwithstanding an appropriation of the goods which might be sufficient to transfer title to the buyer, the goods are retained within the seller's control, and the mere fact that the buyer is named as consignee does not pass title to him.—*Grayson County Bank v. Nashville, C. & St. L. Ry. Co.* Court of Civil Appeals of Texas. 79 S. W. 1092.

A chattel mortgage of crops is not void because of a delay of 15 days in recording it, when no adverse rights are acquired or prejudice suffered during the interval between its execution and recording. Where a mortgage of crops gave the mortgagee power to take possession and store the crops, his act in so doing, where he did not claim to hold otherwise than as mortgagee, was not tortious, and did not extinguish his lien.—*Summerville v. Kelliher*. Supreme Court of California. 77 Pac. 889.

Where a bank had discounted a draft with a bill of lading attached, the goods thereby became the property of the bank, and could not be subjected by a creditor of the shipper to a debt against him. In an action to subject certain goods ship-

ped, with a draft attached to a bill of lading, to a debt of the shipper, evidence held to show that the bank, to which the draft and bill of lading had been transferred, had discounted the same for value, and was not a mere holder for collection.—*Temple Nat. Bank v. Louisville Cotton Oil Co.* Court of Appeals of Kentucky. 82 S. W. 253.

## Meeting Texas Association.

A special meeting of the Texas Grain Dealers Assn. was held at the Oriental Hotel, Dallas, Thursday morning, Oct. 13th.

There was a fair attendance when the roll was called. J. Z. Keel, president of the Assn. called the meeting to order and explained the object of the call, which was to hear the reports of the special committees on amendments to the constitution and by-laws, trade rules and weights and grades on grain in Texas.

The committee on amendments to the by-laws reported in favor of several changes, which were adopted by the Assn. The Committee on Trade Rules asked that the Assn. grant them further time in which to report. Request granted.

The matter of establishing weights and grades on grain was then called up and the committees asked that the Assn. grant them further time and also asked that the Assn. appoint a committee to confer with the Texas Millers Assn. for the purpose of getting that body to appoint a committee to act jointly with the committee from the Grain Dealers Assn. for the purpose of fixing weights and grades in such a manner that it would be satisfactory to the millers as well as to the grain dealers. The Assn. authorized the president to appoint such committee with power to confer with the millers.

The matter of the restrictions imposed by the state of Louisiana on grain shipped from Texas came up for discussion and it was the opinion as expressed by several members that the restrictions would do no good as far as keeping the boll weevil out of Louisiana and only worked to the detriment of trade between the two states.

A committee was appointed to draft a telegram to the Louisiana Agricultural Commission asking that body to remove these restrictions as follows: President Agricultural Commission, Baton Rouge, La.—We doubt if you can keep out the weevil by paper quarantine. You restrict trade and work an injury to Texas by your weevil inhibition. We pray you modify your restrictions against Texas grain. There are portions of Texas absolutely free of weevil. We are now allowed to ship from these sections under certificates furnished by Entomologist Hunter. Please carefully investigate before taking action. Texas Grain Dealers Assn.

The general meeting then adjourned and the executive committee met in executive session.

The Arbitration Committee of the Ass'n which held a meeting about ten days ago met on the afternoon and on the morning of the 14th for the purpose of finishing the matters on its docket.


An ear of corn having 5 nubbins attached to it recently was exhibited at Decatur, Ill. The ear was almost perfect, 10 inches long, and at the end where the nubbins were attached it was almost 5 inches across.



**Cover's Dust Protectors**  
 RUBBER PROTECTORS, \$2.00  
 METAL 1.50  
 SENT POSTPAID ON RECEIPT OF PRICE; OR ON TRIAL TO RESPONSIBLE PARTIES. HAVE AUTOMATIC VALVES AND FINE SPONGES.  
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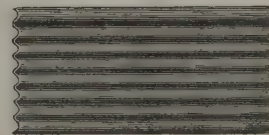
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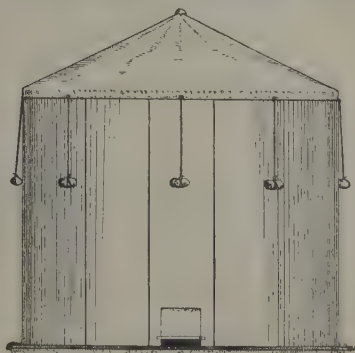
## We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

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## PORTABLE GRAIN BIN



800 to 2,000 Bushels Capacity.

Can be set up or taken down in a few minutes. May be set under the elevator of a machine. A handy Bin for either farmer or grain dealer. Furnished with or without floor and waterproof cover with ventilator. We also manufacture Corn Cribs and Wire Fence. Catalogue free.

## THE DENNING FENCE WORKS

Cedar Rapids, Iowa



**Motor For Grain Elevators.**

William P. Clifford of Iconium, Ia., has been granted letters patent, No. 771,534, on the motor for grain elevators illustrated in the engraving herewith.

In his application for a patent the inventor does not state whether he considers steam or gasoline power too expensive or is merely working as a humanitarian to give a rest to the old blind horse that trots in the tread power.

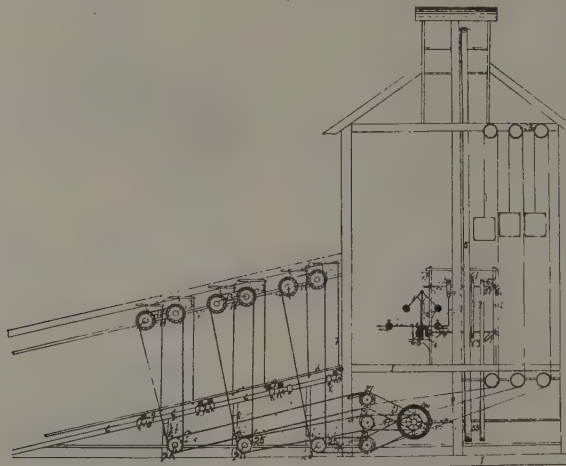
The power to drive the machinery of the elevator is derived from the weight of the wagons drawn up the driveway. The wagons travel over a platform mounted on springs, which permit it to yield under their weight. Depressing the platform pulls down on six vertical rods acting on levers that give each of six

elevators in other states will probably have to supply their own equipment and pay a handsome royalty to the inventor.

**Books Received**

CATTLE FEEDING is the title of a 22-page bulletin, No. 85, covering three experiments with grain and hay feed, issued by the Nebraska Experiment Station, Lincoln, Neb.

MINNESOTA OFFICIAL DIRECTORY of public elevators, and warehouses, compiled by Henry Feig, supervising inspector of country elevators, contains the names of railroad stations in Minnesota where grain is handled, list of all stations with number of elevators and



Motor for Grain Elevators.

ratchets a push. On the same shafts with the ratchet wheels are sprocket wheels, the intermittent movement of which is transmitted by sprocket chains to a series of three sprockets under the driveway, and thence by other sprockets and chains to three sprockets in the basement. On the shafts of the three basement sprockets are three winding drums adapted to be thrown in and out of engagement with the sprockets in order to wind up three cables that raise three immense weights hanging from pulleys in the cupola. The cables supporting the weights are made extra strong in order that the weights shall not fall down and crush the poor inventor.

When sufficient power has been accumulated a bevel gear is thrown into mesh to drive the line shaft in the basement. This shaft has two drive pulleys, one belted to the elevators and the other driving a ball governor. The governor will probably keep the elevator from running away.

The motion of this machine is not perpetual, as, according to the patent office gazette of Oct. 4, there are only six series of sprocket wheels used, six in the first series and three in each of the others. By adding six hundred and sixty-six sprockets it is believed, however, that the motion could be made perpetual.

The announcement of this wonderful invention no doubt will throw the gasoline engine manufacturers into a panic, as their engines will be discarded; and every grain dealer in Iowa, without a single exception, will arrange to install Clifford's patent.

Dealers so unfortunate as to operate

capacity of each, list of all elevators in the state, list of line houses of classes A, B and C, list of independent elevators, list of farmers elevators, regulations governing country elevators, official grades and the names of the officials of the railroad and warehouse commission and the state grain inspection department, making a neatly printed pamphlet of 152 pages, intended for mailing to all public warehousemen and farmers of the state. Published by the Railroad and Warehouse Commission, St. Paul, Minn.

**TATTLINGS OF A RETIRED POLITICIAN.**—In these days of the commonplace in literature it is refreshing to pick up a book so out of the ordinary as "Tattlings of a Retired Politician," by Forrest Crissey. The reading public has been surfeited with political novels and Mr. Crissey wisely rejected that form of literary composition. Instead of the novel he gives us a series of crisp, vigorous, breezy letters full of rollicking anecdotes in which appear more political philosophy and wisdom than will be heard in all the speeches that will be delivered between now and election day.

These letters purport to have been written by Hon. William Bradley, ex-governor and once a veteran of practical politics, to his protege Ned, who is busy "carving a career back in the old state." Mr. Crissey has made the old governor a very interesting character. That he knows the game of politics thru and thru from its beginning in the country caucus up to the national senate is evident before the reader has turned many pages of this

delightfully reminiscent and realistic production. What is better, the old man has always played the game fair.

That such a veteran politician and so robust a statesman should have voluntarily retired to "Brokenstraw Ranch" seems almost an anomaly in politics, it being necessary ordinarily to saw a politician loose from an office. But "Bill Bradley" was no ordinary politician and could not be expected to do things in the ordinary way. To what party he belongs does not appear, as the book is non-partisan and the political game is the same whatever the party appellation.

From his retirement at Brokenstraw Ranch he looks out over the political arena and seeing his young friend Ned running for the Legislature proceeds to relieve himself of some of his stored up political wisdom, illustrating it from a great fund of anecdote gathered during long years of service. The sympathy of the reader is procured at the very start.

"Of course," he says, "I'm glad that nothing short of an epidemic or sudden death can shut you out of a re-election. But my observation reminds me that straight roads to the state house have an amazing way of wandering off into the underbrush and that public sentiment can blow more different ways, at one and the same time, than the flame of a campaign torch in a fall wind. Any good, average ballot box has thrown down more cocksure men than ever won election bets or saw the man that struck Billy Patterson. And you may draw sight drafts against the fact that when there is a whole lot depending upon one of these Heaven-insured certainties it's time to get scared and hustle. The man who lies down and goes to sleep on the soft side of a political cinch stands a good chance of waking up just in time to see his hide nailed to the barn door by the fellow who couldn't sleep because he had to whistle in the face of expected defeat in order to keep his courage up. Perhaps you've forgotten the story of 'Old Gab' Hitchcock, down in Hebron County.'

Then follows a story of how "Old Gab," who cud "talk the burrs off a Southdown sheep," went on a still hunt and was elected to the Legislature to fill a vacancy on a certain historic occasion when there was a deadlock over the United States senatorship. The quaint philosophy and rugged humor of the narrative delights the reader and evidently had an exhilarating effect on Ned, for he was duly elected.

Then follow letters written to admonish and counsel the young legislator concerning the pitfalls set for the unwary at state capitals, and in every chapter the old man illustrates his point by one of his irresistible stories. It may not be known generally, but it is an actual fact that nearly every one of his anecdotes was taken from real life, the characters being, of course, properly disguised. Notwithstanding this, readers who are familiar with the political game as it is played will recognize some of them.

A recital of a few of the chapter titles will convey some idea of the scope of the book but will not reveal the wealth of epigram which it contains nor the humor nor philosophy of actual politics:

A Million-Dollar Bribe,  
Political Spanks and Spankers,  
A Woman In It,  
How the Dear People Forget,  
Eleventh Hour Surprises,  
Landslides and Storm Centers,

## The Glad-Hand Brigade.

Ned finally lands in the United States Senate himself, and accordingly the vision of the old governor broadens until it takes in the national arena. So realistic and true are some of the stories that it is said there was consternation among certain politicians of national fame when the book appeared.

Whether from coincident or design, "Tattlings of a Retired Politician" is very timely, coming as it does in the midst of a presidential campaign, and it is not surprising that the sales have been unusually large. The book contains 58 illustrations by John T. McCutcheon, who is one of the best delineators of political life in the country. (Thompson & Thomas, Chicago.)

ACROSS AMERICA is the title of a profusely illustrated book just received. It gives a concise and entertaining account of what is seen from the car windows in the journey from St. Paul to the Pacific Coast over the Great Northern. It is illustrated by nearly 300 cuts, showing scenes along the line from St. Paul to Spokane. There is not a section of the line that is not represented in the illustrations scattered thru 120 pages of reading matter. The cover is printed in dark green, from a design modeled in clay. Copies may be had by Journal readers free of charge by addressing F. I. Whitney, St. Paul, Minn.

## A Standard Line House.

One of the country elevators of the Northern Grain Co., of Chicago, Ill., is illustrated in the engraving herewith. This is the company's standard house for



Iowa and was erected at Belleplaine, Ia., by its own building gang.

The house has a capacity of 15,000 bus. The equipment of these small elevators includes a Howe Gasoline Engine of 7 to 9 h.p., and a Howe Wagon Scale. Some of the houses are furnished with a Victor Corn Sheller.

Exports of breadstuffs during the 9 months ending Oct. 1 as reported by O. P. Austin, chief of the bureau of statistics, included 9,762,722 bu. wheat, 34,431,968 bu. of corn, 749,088 bu. of oats, 93,899 bu. of rye, and 3,526,226 bu. of barley; compared with wheat, 53,855,877 bus.; corn 73,603,686 bus.; oats, 1,202,986 bus.; rye, 2,623,214 bus. and barley 4,520,873 bus., for the corresponding 9 months of 1902-3. The total value of all breadstuffs exported during the 9 months was \$68,376,798; against \$142,491,106 for the corresponding months of 1902-3.

## After Hours in a Receiver's Office.

BY AN IDLER.

It was after seven of a Monday evening, and the stenographer, while getting ready to leave the office, was exchanging condolences with the mailing clerk.

"Ain't it just awful," she said, "what long letters the boss writes. My, it seems 's though I never would get through with some of 'em. And there's the same old stuff he's been handing out to our shippers ever since I've been pounding this machine. I should think they'd get tired to death of readin' 'em."

"Yep," put in the mailing clerk, "that's what some of 'em have been tryin' to get through his head. You remember the day Blaney was in here and made the boss so mad, though he tried not to let on?"

"I've just been writin' to you, Blaney," says 'e!

"That so!" says Blaney. "Well you needn't bother to mail it. Just tell me what the oats sold for; I know the rest by heart."

"What gets me," continued the stenographer, "is why he don't put in some of the time he wastes on those tiresome explanations that shippers can't possibly care for in postin' up the dealers we ain't getting any business from. It would be a good thing all around. Now, I ain't no business woman, and I wouldn't want to be after my experience in this office; but I sort o' take an interest in things, and when I was out to see Cousin Kate on my vacation I asked Blifkins—He used to ship to us, you know—where he was billing his oats; and he said 'St. Louis.'

I just laughed in his face. Why, don't you know, says I, that our market is a full cent above St. Louis now.

'No, says 'e, Why in thunder don't you folks keep me posted? I ain't had a letter from you for a couple of months, and I don't have time to compare all the blamed market reports. Jones knows the kind of oats I've got here, and if there's a good market for 'em down your way, why in blazes don't he drop me a line about it?"

Then he went on and ranted something about our not paying any attention to 'im unless he was shippin' to us all the time. 'Why,' says 'e, 'Your travelin' man is so durned anxious to get home that he passes right by this station 'most every time, and I don't even have a chance to get posted by him. I'm goin' to deal with some other house after this."

"Well," said the mailing clerk, "It ain't none of my funeral. Don't you say anything about it, but I'm going to have a job with Brisk & Co. next month. Shorty Hayes works there, you know, and he says things are just a buzzin' and there's a good show for a fellow to work up. They send out an awful lot of mail, but their letters 're short and snappy, and they get 'em all dictated and signed by six o'clock at the latest, so as to catch the early mails. A fellow would get to be a mummy stayin' around here."

"That's so," rejoined the stenographer, "I guess I'll have to make a change myself. I'm sorry for the boss; but I suppose he'll worry along without us and keep on inflicting his long letters on the friends of the house."

"Ta-ta!"

The government crop report for November will estimate the yields per acre of corn, buckwheat, flaxseed, hay and rice.



## BE SURE

To equip your Grain Elevator Building with our light self-lifting passenger lifts. Strong and substantially made.

**INEXPENSIVE, QUICK.**

No more work climbing stairs. Cost no more than stairways and take up one-quarter the room.

Correspondence invited.

### SIDNEY ELEVATOR MFG. CO.

Sole Manufacturers - SIDNEY, OHIO

**The F. R. MORRIS GRAIN DRIERS** stand at the head for perfect work. Do not install a high priced grain drier without investigating. Any capacity from 1,000 to 10,000 bushels per day to suit requirements can be furnished. A thorough investigation will convince anyone that the MORRIS DRIER is the only drier that will dry grain without injuring its natural luster or hurting the fiber of the kernel, thereby causing it to break up in handling. This one fact alone demonstrates its superiority over all others.

The conditioners and coolers for grain getting slightly out of condition are a great addition to any elevator and where the moisture is not too great but where a large amount of excess moisture is present then the drier must be used. Do not delay until you have lost grain enough by deterioration to pay for a drier but make up your mind and order at once. Address,

**F. R. MORRIS, Milwaukee, Wis.**

## Grain Purifying

When properly done is the most profitable work in the elevator, and costs very little.

**Must, Smut and Mold Odors, Water and Climatic Stains Removed,** leaving grain clean in appearance and with natural aroma.

Every elevator is interested in this work, and you should write us by next mail for description and grain samples of work. Address

## Caldwell & Barr

**EARL PARK, INDIANA**

## Any Weight

of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents.

### GRAIN DEALERS JOURNAL,

255 LaSalle Street,

**CHICAGO, ILL.**



*Kicks From the Receiver.*

BY J. E. M.

Do not expect any reliable commission house to make fictitious returns, to you for the purpose of assisting in some scheme which may seem entirely right to you; for instance, settling with a skinflint farmer who is trying to beat you out of a fair shipping margin. If the receiver complies with your request, it shows that he is not entirely trustworthy, inasmuch as he is willing to falsify his records, and if he deviates from the strait and narrow path by giving incorrect figures to accommodate you, what guaranty have you that he will not make use of the same means to cheat you? It is almost if not quite as important to avoid all appearance of swindling as it is to avoid wrongdoing itself.

I would like to remark to the hay receivers of the country that there is something wrong with their methods of doing business. Either they don't advertise, or they put their cards in the wrong places. I know this, because at this time of the year a week seldom passes that I do not receive at least one inquiry and sometimes several as to the names of hay dealers in our market. Most of the letters are from grain dealers who have a few cars of hay or straw to offer, and we make a point of recommending our friends who sell those commodities on commission; but to tell the truth I am getting right tired of plugging for my acquaintances in the hay business. Not a one of them advertises so far as I know. Wake up, you hay-boys, and get a move on!

In line with the suggestion made by a contributor to the Journal that it is advisable to have record books particularly adapted to the grain trade, I desire to urge upon shippers the use of the various forms printed for dealers or sent out by receiving houses for making reports of shipments. These are regularly laid out, with a column for each item of important information in regard to consignments, viz., the station, car number and initials, kind of grain, shipper's weight, capacity of the car, and amount of draft, with a space at the bottom for necessary instructions. All of these facts ought to be in possession of the consignees as soon as possible after grain is shipped, but when dealers use an ordinary letter-sheet in advising shipments they almost invariably omit something.

A growing custom in some of our larger markets, which it seems to the writer is to be deplored, is that of obtaining proxies from non-resident members in order to support or oppose some measure affecting the local exchange. Such proxies can usually be obtained merely for the asking, and the givers of them have no direct interest in the matter at issue, having purchased their memberships only for the sake of being entitled to a division of commissions. Where there is not an overwhelming sentiment in favor of some proposed change or the inauguration of a certain policy, the wishes of the majority are liable to be over-ruled by a well organized minority, and the manipulations of elections by the use of proxies is one of the expedients most commonly resorted to.

It wud seem as tho employing them shud be forbidden.

Letter-writing is an art, and those who excel in it usually find it very remunerative; but there are a few simple rules which every business man will find it profitable to observe. Among these is the proper use of paragraphs. How frequently it happens, to a writer's great disgust, that a reply to his letter fails to include an answer to some important question which he has asked; but can he always clear himself of all blame in the matter? Not always, certainly, and one of the most ordinary causes of the oversight is the fact that in writing his own letter he has jumbled everything into one confused mass, which presents to the recipient no adequate indication of the number of subjects or points covered. In a hasty reading, such as it usually made for the second time just prior to writing or dictating an answer, a reply to some of the correspondent's queries is quite apt to be lost sight of. Some houses which carry on a large correspondence make it a rule to use a separate sheet of paper for each subject, if they have occasion to write about more than one to the same person, and this is unquestionably an advantage; but the same object, practically, may be attained by making a separate paragraph of whatever you need to say on any particular point and not mixing in something else with it.

*Grinding Sunshine.*

A lady passing the exhibit of the Bowsher Feed Mills at the St. Louis Exposition noticed the large mill on the corner and said, "Why, it is grinding sunshine!"

The Bowsher exhibit is a conspicuously fine one even among the vast array in the Agricultural Palace. The one mill in particular that attracted this lady's attention is kept in motion all the time; the shell is largely made of moulded glass and electric lights inside show the visitor plainly the movements of the working parts. The effect is novel and pretty and quite like the lady's description. The discharge spout of the elevator leads into a section of wagon box—also done in glass—revealing inside, strata on strata, samples

of the different kinds of work the Bowsher Mills will do.

The exhibit is in charge of Mr. E. L. Galt, and is located at Block 10, Aisle G, of the Agricultural Palace.

## Grain Carriers

The great lift lock at Peterboro, Ont., has been completed.

The Wabash is about to buy 2,000 freight cars. Good news for Wabash shippers.

The Baltimore & Ohio contemplates the purchase of 3,000 freight cars. More encouragement.

Bids have been called for the construction of the barge canal improvement of the Erie Canal.

"Railroads are the arteries of commerce; shippers furnish the blood." Paste this in your hat.—Freight.

The Guthrie, Fairview & Western proposes to build a railroad from Guthrie to Fairview, Okla., 150 miles.

A connection between the Great Northern and the Northern Pacific roads will be built at Red Lake Falls, Minn.

The grain committee of the Louisville Board of Trade met recently to take action against the enforcement of the uniform bill of lading.

The grain laden steamer F. H. Prince of the Rutland Transit Co., bound from Chicago to Ogdensburg, recently ran aground near Port Colborne.

Grain rates in northeastern Nebraska have been reduced  $\frac{1}{2}$  to  $1\frac{1}{2}$  cents by the Chicago, St. Paul, Minneapolis & Omaha road. The cut benefits Omaha.

Members of the Philadelphia Commercial Exchange are disappointed at the delay of the Interstate Commerce Commission in adjusting the export grain rate differential.

The new grain elevator at Port Chalmette is to be completed by Dec. 15, affording facilities for the shipment of



Bowsher's Feed Mills at St. Louis Exposition.

grain over the Frisco and Southern Railroads for export from New Orleans.

Rates on oil meal and linseed oil from Minneapolis and St. Paul to all points in Iowa and Missouri have been reduced to the basis of 10½ cents per 100 pounds by the Rock Island and Burlington roads.

Washburn, Wis., is making a record as a grain shipping port this fall. The elevator of Nye, Jenks & Co. is handling about 100 cars daily. The steamer Elphicke took out nearly 1,000,000 bus. of grain on two trips.

The Great Northern Railroad has sent out notices that no more cars will be furnished interior shippers until the blockade in its yards at Minneapolis and St. Paul is cleaned up. The Minneapolis millers have been using the cars for storage.

Interest in Commerce Commissioner Prouty took testimony Oct. 13 at Detroit in the complaint of Gallogly & Firestone, irregular dealers at Leipsic, O., of alleged discrimination by the C., H. & D. Railroad in the distribution of cars to grain shippers.

J. C. Clements, a member of the Interstate Commerce Commission, on Oct. 14 at St. Louis, heard the charges made by the St. Louis Hay & Grain Co., against the southeastern railroads, of discrimination against the St. Louis market in favor of thru shippers by charging 2 cents more per 100 pounds on hay switched to local warehouses.

The Armour Grain Co. has no connection with the Armour Car Lines, against which charges of extortion or fruit and produce shipments were recently investigated by the Interstate Commerce Commission. Since the Peavey Grain Line was sold, neither the Armour Grain Co. nor any other company operates private lines of grain cars anywhere in the United States.

Judgment for \$5,649 has been given Spencer Kellogg in his \$100,000 damage suit against the Western Elevating Assn.

and the Buffalo railroads, for their unlawful agreement to pay the elevators in the combination a rebate of ½ cent per bu. Kellogg was once non-suited by Judge Lambert, but took an appeal and has fought to a successful issue in the face of disheartening obstacles.

Advices from Terre Haute are that three roads of Indiana are trying to enforce the new uniform bill of lading. The Lake Erie & Western is insisting upon the non-negotiable clause of the bill. The C., H. & D. and the Richmond division of the Pan Handle are ignoring this and enforcing the 20 per cent increase where shipper refuses to sign the clause giving the road a release. C. B. Riley, secy. of the Indiana Grain Dealers Assn., has written members advising them not to accept bills of lading with the words "not negotiable" written thereon.

## Spark Catchers.

BY C. A. McCOTTER.

A spark can do more damage in a half hour than anything of its "height and weight" that we know of. Prepare for the spark.

If there are any bird nests in the eaves of your elevator, pull them down as they are a good lighting place for sparks.

Keep your windows closed on the side toward the railroad, so that sparks can not get inside.

It is during the dry season that the spark hazard is the greatest. No accumulation of dust or refuse should be allowed upon the roofs or surrounding premises.

The grass and weeds should be cut around the elevators and other buildings, so that they can not carry fire started by a locomotive.

If you are located near a stock yard, insist upon it that straw shall not be dumped near your elevator. A locomotive spark and a pile of straw have a great affinity for each other.

If your dust house is in the main building, keep it cleaned out.

## FIRE INSURANCE

### MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. G. SHARP, Secretary, Des Moines, Iowa.

ESTABLISHED 1889

### Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

### MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

### Millers' Mutual Fire Insurance Association of Illinois.

ALTON, ILLINOIS.

"In times of harvest lay aside a portion for a rainy day." Isn't that good advice? Well then, carry your insurance in this Company. In twenty-seven years of Underwriting we have saved about one-half of the cost of insurance to Policy-Holders. Think of what that means. Instead of paying \$100 a year only \$50. Isn't that good practice?

Cash Assets ..... \$ 167,000.00

Net Cash Surplus ..... 97,000.00

Deposit Notes ..... 1 025,000.00

We write mills, elevators, grain warehouses and stock in them, for a long or short term as required. Write to our office and see for yourself.

D. R. Sparks, Pres. A. R. McKinney, Secy.

## Owners of Elevators

are now exchanging  
indemnity on 318  
properties  
as

### Elevator Underwriters

thus producing their  
**Fire Insurance**  
at Cost.

Others are becoming  
subscribers daily.  
All good risks are  
eligible.

Write for particulars.

U. S. EPPERSON,

ATTORNEY and MANAGER,  
407-408-409 Kemper Building,  
Kansas City, Mo.

## Reliable Insurance . . .

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

### MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$3,380,676.56

Net Cash Surplus, \$460,594.95

W. L. Barnum, Sec'y.

## ELEVATOR AND GRAIN INSURANCE

### The Old Reliable Michigan Millers

Mutual Fire Ins. Co.  
of Lansing, Mich.

Assets ..... \$1,500,000

Losses paid ..... 1,000,000

Net cash assets .... 255,000

## The Grain Dealers' National Mutual FIRE INSURANCE COMPANY

Is the popular Company among Elevator Owners. Some of the reasons are:

It was organized by the grain dealers for relief from the high and arbitrary rates charged for insurance. It was believed that elevators should not help pay for losses on more hazardous and low rated property, but by being in a company by themselves pay for only the actual elevator hazard. It was evident that if only the best kept and most profitable elevators were insured in one company the losses, and therefore the per cent of cost, would be less than under the old method. It is an object for every grain dealer to insure in the company and keep his property in first-class condition, for thereby the insurance is made less under the mutual plan.

These objects have been attained and 1000 elevators are satisfactorily insured in the company. We are now ready to inspect and insure 1000 more good elevators. If you want a good proposition let us know.

C. A. McCOTTER, Secy., Indianapolis, Ind.



## Supply Trade

The Marseilles Mfg. Co., of Marseilles, Ill., is running its factory full force and is having an unprecedented rush of business in corn shellers and portable grain elevators.

N. A. Grabill Co., elevator builders of Daleville, Ind., has been dissolved by the withdrawal of Mr. Sampson. Mr. Grabill will continue business at the old stand as in years gone by.

"It is not der hen dot cackles most dot, lays down der most eggs," also likewise, it is not der adierdisement dot haf der most words inside dot sell der most goots yet, esbacially if der words are cackle words.

Chas. Brunner, of Peru, Ill., manufacturer of the Brunner Gasoline Engine, has returned home from a 6-weeks outing in California and the Yellowstone Park, feeling very much benefited by the needed vacation.

The Borden & Selleck Co., of Chicago, Ill., has recently sold a 12-h. p. Howe Gasoline Engine to John E. Peterson, St. Charles, Ill.; and a 7-h. p. of the same make to the Manitowoc Malting Co., Manitowoc, Wis.

The man who depends on friendship alone to sell his goods will not have a great abundance of support. He is like the man who depends on success to make himself successful. Advertising is that which makes the friends.

So many grain shippers have visited Sec. 121 Palace of Agriculture, St. Louis Fair, to see the working exhibit of the Automatic Scale Co., Ltd., that the factory at Kalamazoo, Mich., is reported to be snowed under with orders, and the manufacturers are preparing to double their capacity.

The Maroa Mfg. Co., of Maroa, Ill., is arranging to manufacture the wagon dump and grain elevator invented by P. J. Mauger of Danvers, Ill. A few machines will be built this fall and if as successful as hoped the company next year will put in special machinery for their manufacture.

Sprout, Waldron & Co., of Muncy, Pa., have for some time been operating their factory 13 hours daily, to meet the steadily increasing demand for feed and meal mills and milling machinery. A story has been added to the three principal buildings, the machine shop, burr mill department and flour mill department, giving the firm one-third more space and increasing the output in still greater proportion.

The Motsinger Device Mfg. Co., of Pendleton, Ind., manufacturer of the Auto-Sparker for gasoline engines, has issued a handsome little catalog describing this reliable substitute for the electric battery in the ignition of the explosive charge. Unlike the battery it does not freeze in winter and never needs to be renewed. The booklet is written in an instructive and entertaining style, the text being illustrated by 12 good engravings, clearly explaining the operation of this up-to-date device. Copies of the catalog will be sent to readers of the Grain Dealers Journal on request.

Allis-Chalmers Co. has swept the field by winning the highest honors at the St. Louis Exhibition with each of three exhibits:—steam engine, electrical, and mining. The 5,000-h. p. engine popularly known as the "Big Reliable," and the huge generator built by this company's electrical department, otherwise known as the Bullock Electric Manufacturing Co., each won a grand prize. These two machines, forming the huge unit which supplies the world-famous decorative lighting of the Exposition buildings and grounds, and which have never failed under the most frequent and most unexpected emergency loads,—are so well known as the dominating features of the machinery section of the Exposition, that it is unnecessary to describe them.

## Screenings

The size of the crop seems to have no effect on the price of wheat. In 1896 the American crop was the smallest in the past 13 years, 472,000,000 bus., and the average price of No. 2 wheat for the calendar year at Chicago was 66 cents per bu. In 1901, with a crop of 750,000,000 bus., the price averaged 72 cents.

Wheat speculators are watching the cash wheat situation for the key to the prices of options. Heavy arrivals at primary markets will indicate a bear movement, based on the willingness of farmers to sell. Many farmers will not sell unless the prospects for fall plowing and seeding are promising in their immediate territory.

The wheat market at present is controlled by wealthy operators, who contemplate forcing the price to \$1.75 per bu., if a sufficiently large short interest can be inveigled. The clique counts on the farmer refraining from selling as long as the market keeps advancing. Meantime they are permitting the quotations to be jockeyed up and down within defined limits by the thimble-riggers.

Senator Hansbrough of North Dakota announces that he will fight the ruling of the general appraisers that frosted wheat is subject to a duty of 10 per cent in-

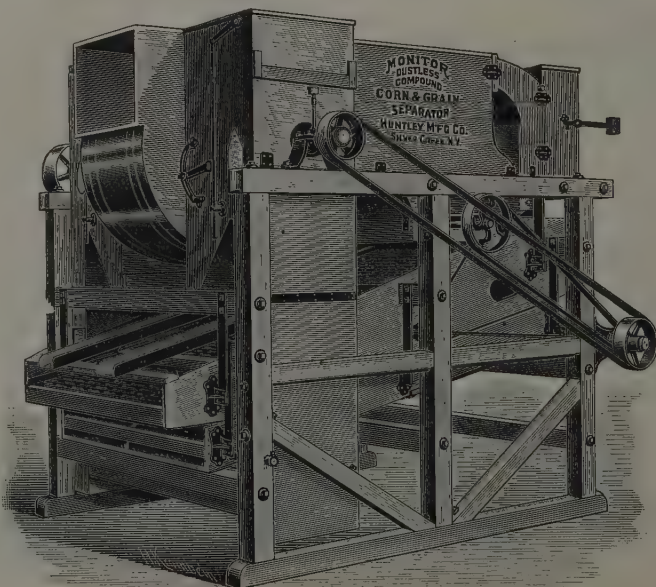
stead of 25 cents per bu. No large imports of wheat may be looked for under the new ruling this season. The Canadian crop escaped frost, and Minneapolis now is well supplied with feed wheat from the rust stricken districts of Dakota. The poor Senator has lost an opportunity to gain votes.

In standing long on the wheat market dismiss fear from your mind. Your faith will do it, if you scrutinize the governing conditions. The safety in bulling wheat lies in this: everybody says, "Wheat is too high." Those who feel like buying are deterred by advice to "let it alone." They who are out of it tell others to keep out of it: hence the market is not overbought. On the contrary, with no stocks in warehouses and elevators the market is all the time oversold. No one ever did and no one ever will see such conditions cause or aid a bull panic. For over two years the bears have met disaster in fighting these very conditions, and they are going down before them this time, worsted as never before.—E. W. Wagner.

## The Monitor Combined Corn and Grain Separator.

The Monitor Combined Corn and Grain Separator is a machine which fills an oft needed requirement in the grain handling trade because of its many-in-one functions by means of which it is said to perform the highest class of work on corn and several other grains.

Combination machines as a rule are likely to do better work on one class of grain than on another and in other cases to work only with very limited capacity on various grains, but in the Monitor Combined Grain and Corn Separator, The Huntley Manufacturing Company claim to have perfected a machine which meets all requirements on every class of grain for which it is adapted. Further than that its simple arrangement permits of its being changed from one class of grain to another without delay or annoyance, while the Monitor Air Separations—being perfectly controllable—may instantly be regulated to perform any class of cleaning desired.





## HESS WARMING AND VENTILATING CO.

THE HESS PNEUMATIC SYSTEM OF DRYING

SALES DEPARTMENT

ROOM 707 TACOMA BUILDING

Chicago, October 25th, 1904.

### MR. ELEVATOR MAN:

**Do you know** that the **HESS GRAIN DRIER** is the biggest kind of a money maker—that it pays for itself in a few weeks? This is a fact; but the users of Hess Driers are not advertising it—not to any great extent.

**Look at this**—our list of customers includes many of the big ones—Armour's; Dickinson's; Bartlett-Frazier; Richardson's; Peavey's; Harris-Scotten; Bryant; Bacon; Northern Grain; Consolidated Elevator Co. of Duluth; Hall-Baker; Brodnax-McLiney; Glover; Duff Grain Co.; Updikes; Canadian Northern; Bartlett-Kuhn; Cleveland Grain Co. and many others.

Our machines are at work in Manitoba and in New Orleans—in Oregon and in Brooklyn—and in the grain towns everywhere between these points.

Now we are building the largest drier in the world, for the Illinois Central, in New Orleans.

Our folks won't tell you what the driers earn, but **you know** they wouldn't all come in if there wasn't good picking. And some of 'em are buying more Hess Driers, duplicating their first orders—can't get too much of a good thing—and that fact talks pretty loud.

There are other driers—cheap ones, whose only merit is low price. Ours are not expensive. They cost more to build than others, but they're worth more. **They make more money;** that's what you must look at.

"Cheap" is a poor argument. A wheelbarrow is cheap—and it moves dirt. A steam shovel isn't cheap—but if you are moving dirt in quantities for a living you wouldn't buy a wheelbarrow.

Same with driers. Ours is on the steam shovel idea—up-to-date—and makes money fast. Drop a card and get a booklet describing it. Yours truly,

HESS WARMING & VENTILATING CO.

Per *G. H. Hess Jr. Secy.*

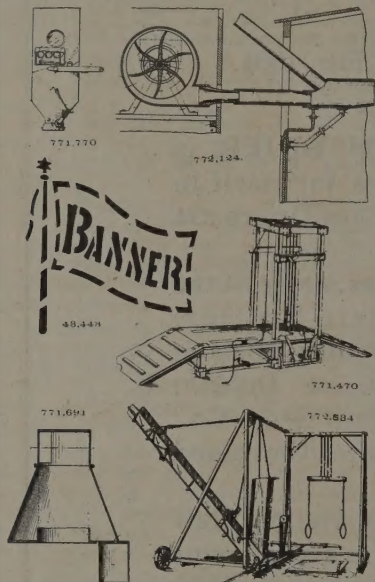


## Patents Granted

Sparkign Igniter. No. 772,649. Ernst Eiseman, Stuttgart, Germany.

Carbureter for Gasoline Engines. No. 771,985. George Kingston, Kokomo, Ind.

Carbureter for Gasoline Engines. No. 772,530. Jos. A. McGee, Big Spring, Ind.



Vaporizer for Oil Engines. No. 771,881. Dudley R. Morrison, Hartford City, Ind.

Electric Igniter for Explosive Engines. No. 772,235. Wm. B. Hayden, New York, N. Y.

Sparkign Device for Explosive Engines. No. 771,616. Samuel E. Doane, Cleveland, O.

Igniter for Gas or Gasoline Engines. No. 771,631. Peter P. G. Hall, Jr., Philadelphia, Pa.

Cooling Mechanism for Explosive Engines. No. 772,178. Frank Reaugh, Oak Cliff, Tex.

Carbureter for Explosive Engines. No. 771,492. Chas. F. Parmenter, Portlandville, N. Y.

Speed Regulator for Explosion Engines. No. 771,511. W. C. Tompsett, Warren, Pa.

Sparkign Plug for Explosive Engines. No. 772,856. Chas. H. Wisner, Flint, Mich., assignor to Peter P. G. Hall, Jr.

Timothy Seed. No. 43,443. (See cut.) D. I. Bushnell & Co., of St. Louis, Mo., have registered a trade mark for timothy seed.

Internal Combustion Engine. No. 771,320. Oscar P. Ostergren, New York, N. Y., assignor to Fuel Oil Power Co., New York.

Combined Gas and Steam Engine. No. 771,601. Geo. K. Benner and Henry B. Nicodemus, Allegheny, Pa., Nicodemus assignor to Benner.

Electric Ignition Device for Internal Combustion Motors. No. 771,683. Chas. W. Svenson, New Britain, Conn., as-

signor to the Corbin Screen Corporation, New Britain.

Air Blast Grain Spout. No. 772,124. (See cut.) Chas. G. Benedict and Wm. Andres, Creighton, Neb. The inclined spout which feeds the grain into the car terminates just above the nozzle of an air blast created by a fan, the nozzle being adjustable horizontally to distribute the grain to the ends of the car.

Machine for Measuring, Bagging and Registering Grain. No. 771,770. (See cut.) Rowland Davies, Utica, Wis. The bottom of the grain hopper is closed by a valve and discharges into a receptacle having an opening at its lower end. A lever and shafts close the upper valve and open the lower. Each full movement of the lever is registered on 3 dials.

Grain Elevator. No. 771,470. (See cut.) Jacob I. Fulton, Taylorville, Ill., assignor of one-half to Albert E. Fleming, El Paso, Ill. A portable combined elevator and dump is composed of a platform, inclined driveway, grain receiving box and standards. The wagon is driven on the dump and its contents run into the box, which is raised by rope and pulley to elevate the grain into car or bin.

Portable Grain Dump and Elevator. No. 772,834. (See cut.) Henry V. Schroeder and Ernst H. Schroeder, Minier, Ill. The framework is supported by 2 runners and a wheel. Along the inner runner is the power shaft driving the inclined elevator receiving grain from a chute that folds into position at the rear of the wagon when the front wheels are raised by the rope and pulley. The inclination of the elevator is changed at will by the hand windlass. The apparatus is drawn from place to place by a team hitched to a whiff-tree on the inner runner.

Method of Separating Dust. No. 771,691. (See cut.) Wm. E. Allington, Saginaw, Mich. The method of separating dust from the initial current of air consists in continuously and rapidly rotating a central column of dust laden air within an outer surrounding continuously rotating body of air of less velocity receiving its impulse from the column and into which the dust from the column is driven, and then continuously delivering the dust from the body of low velocity by the action of the body while the purified air continuously escapes from one end of the column of high velocity.

## A Bucket Shop Organ Run Down.

There have been numerous developments recently that are calculated to inform Wall Street of the extent and scope of fake and guerrilla journalism (if indeed it can be called journalism); that exists in this part of the town. The disclosures were started by the alleged confession of the editor of a publication, entitled the United States Investors' Guardian, which appears to have been run in the interest of bucket shops, with a view of attracting the unsophisticated to those "sloughs of despond." In addition to serving as a stool pigeon for bucket shops, the Guardian, according to its conscience-stricken editor, was also used for blackmailing purposes.—Wall Street Summary.

John Hyde, chief of the bureau of statistics, reports the yield of barley as 27.2 bus; against 26.4 last year; of rye, 15.2, against 15.4.

Field mice have developed into such a plague in France that the government has appropriated \$57,000 for their destruction. Virus collected from sick rats and mice by a doctor of the Pasteur Institute is distributed by the government to the local municipalities. Oats soaked with the virus are scattered near the burrows, and in 10 to 12 days 95 per cent of the mice are found dead in the fields.

Lic. Domingo Barrios Gomez recently obtained a valuable concession for the production of malt in the State of Quere-taro, which he will employ as the basis for a contract with parties in Milwaukee who are to finance the enterprise. A special feature of the privilege granted by the government is that the holder of the concession binds himself to plant the required barley and to cultivate it in that state. The sum of \$70,000 is to be invested in the malt factory, and \$2,750 in bonds of the public debt are to be deposited with the National Bank of Mexico as a guaranty of good faith. Machinery and all material for construction are to be free of import duty during the time required for the erection of the plant and for one year thereafter; the barley used in the production of the malt is also to be free of import duties.—Wm. W. Canada, Consul, Vera Cruz, Mexico.



The Stump Speaker Gets Few Listeners Around the Country Elevator at this Time of the Year.



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